

# Purchasing Week

MCGRAW-HILL'S NATIONAL NEWSPAPER OF PURCHASING

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WATCHING RESULTS of closed-circuit TV performances provided some good pointers for purchasing agents at conference on "Communications in Business," sponsored by Ann Arbor purchasing agents.

## Overtime Index Predicts Business Conditions

### Metalworking Downturn Termed Pause in Long-Term Growth

By BURNHAM FINNEY, Editor  
American Machinist

New York—Current mild downturn in metalworking is just a pause in a long-term growth trend. That's the picture revealed by a new "American Machinist" survey on metalworking prospects.

The industry has had a remarkable record of growth through the 1950's. The growth, in fact, is outstripping that of American industry as a whole. This sterling performance of the metalworking industries has been going on since the termination of World War II. And the end is not in sight.

The current pause will be a temporary one. Metalworking production, capacity, capital spending, and research outlays—all these will again be setting (Continued on page 4)

### Slow Recession Cures, Ike Asks

Washington — Government policies aimed at halting the recession took a new turn last week.

The Eisenhower Administration asked Congress to slow down the rush of new laws calling for increased federal spending, and Congress seems ready to listen.

Up to now, spending increases have had clear sailing.

The Administration itself, on orders from President Eisenhower, has been pumping up the flow of expenditures for months. And Congress has been acting swiftly on a whole series of laws designed to add even more. (Continued on page 29)

Washington—Labor Department economists believe they have come up with a long-desired economic tool for forecasting far in advance a major business boom or business decline.

The new economic indicator successfully passed its first test of fire in the current recession. It detected in late 1956 that the economy was in trouble—months before most indicators began to show a downward drift.

The tool is the Bureau of Labor Statistics' series on overtime hours in manufacturing industries. It was developed by Seymour L. Wolfbein, head of the B.L.S. manpower and employment section, at the suggestion of Dr. Arthur F. Burns, former economic advisor to President Eisenhower and one of the nation's leading authorities on business cycles.

Of course, no one needs to look at overtime hours to tell the economy is in a recession now. Nor is it the function of the series to show how far the economy has fallen. (Continued on page 30)

Paris—A 24-hr. strike by a million public workers last week halted all transportation, resulting in production slowdowns throughout France. Strikers were attempting to force 10 to 25% wage hikes.

## Ideas Produced At P.A. Session

Ann Arbor, Mich.—A 10-minute brainstorming session produced nearly 50 ideas for reducing clerical costs in purchasing departments. Suggestions ranged from "Let's eliminate all useless records!" to standardizing purchasing forms and examining the reasons for personnel turnover.

The session kicked off a day-long training conference March 22 on "Communications in Business" arranged by the Ann Arbor Purchasing Agents Association with the University of Michigan's (Continued on page 6)

### Synthetic Rubber Items Increased by Research

New York — Sparked by research, the synthetic rubber industry and its customers are finding more and more uses for its products.

So extensive has been the advance in development and uses of synthetic rubber, the Commercial Chemical Development Association devoted its 14th annual meeting here March 27 to the fledgling industry's commercial impact.

(Continued on page 31)

## Labor Pacts Slow Coming; Nobody Eager

Management and labor bargainers, along with federal mediators, knuckled down this week as the 1958 round of contract negotiations increased its pressure on all sides.

In Washington, Federal Mediation Service chief Joseph Finnegan expressed concern over apparent lack of progress in key negotiations around the country—notably in the airframe-missile field where virtually all major contracts with the Auto Workers and International Association of Machinists have expired.

Al Hayes, president of the Machinists, said last week the missile-aircraft negotiations, involving (Continued on page 29)

## Steel's Going Up No Matter What

Pittsburgh—Steel buyers hoping producers will take a hint from aluminum and cut basic prices had better not hold their breaths waiting.

At best, there's the possibility lower aluminum prices and the steel industry's own sales woes will temper plans for a late summer price boost. Meanwhile, spokesmen for big mills in Pittsburgh and Cleveland remain firmly confident steel prices will be increased again after July 1 to cover built-in wage boosts and other higher costs.

One point made is that the (Continued on page 4)

## Eager P.A.'s Rush Confab Experts

Chicago — Purchasing executives attending American Management Association's cost reduction conference in Chicago gave the experts a real workout with their questions.

Speakers dealing with broad concepts of vital aspects of the purchasing functions found themselves bombarded with questions demanding specific examples and case histories.

The three-day session attracted 273 P.A.'s to vigorous discussions and seminars on how expenses can be pared through more effective purchasing and materials management. The program (Continued on page 30)



IT'S HANDS ACROSS THE TABLE as Ray Woll, Carlisle Tire & Rubber; F. W. Morton, Great Lakes Steel Corp.; T. T. Grierson, Husky Oil & Refining Co.; and W. J. Eck, C&O Railway, meet at Chicago conference.

## This Week's Purchasing Perspective

APRIL 7-13

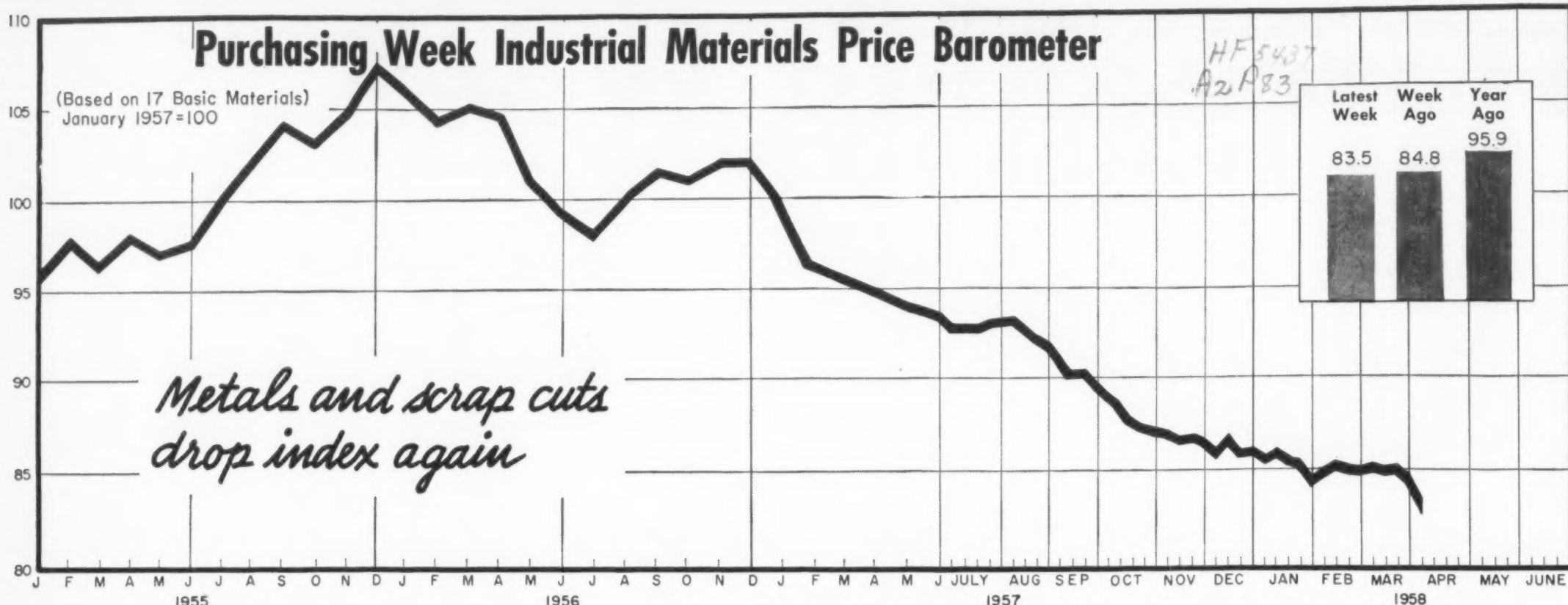
Recent purchasing clinics have stressed the value of clear communications in all phases of company operations. Cost reduction and communications, for instance, go hand-in-hand as demonstrated by the following paragraph from a report of the purchasing chief of a leading eastern instrument and tool manufacturer:

"One of the best sources of information to help evaluate the performance of our purchasing departments is based on the number and value of savings reports prepared by our purchasing men. Whether you call this function purchasing research, value analysis, standardization, or just plain purchasing, it is important that each of our purchasing agents and buyers realizes that this is an important part of his job. . . ."

The P.A.'s in that firm apparently did their job. The same general report noted savings totaling more than \$300,000 in less than a year.

April has been billed as the month to watch. The key indicators now being tabulated by Washington statisticians are expected to provide clues needed to assert with assurance that the downturn has halted and the direction hereout will be no worse than level and ultimately up.

(Continued on page 29)



THIS BAROMETER Was Designed Especially for the Readers of PURCHASING WEEK by the McGraw-Hill Department of Economics.

This Week's

## Price Perspective

APRIL 7-13

The first quarter of 1958 ended in a surprising flurry of metal activity.

Price analysts are still talking about the first reduction in aluminum tags in over 17 years. Adding fuel to current speculation on metal movements were last week's cuts in prices of lead and titanium metal sponge.

These metal cuts raise some interesting questions: Do these actions signal the ending of a stable industrial price pattern? Are cuts likely to spread to other so-called sticky price areas?

Offhand, the answer would have to be no.

Aluminum action, for example, stems from a combination of unique factors. General oversupply, increased competition from copper, need to develop new markets in face of growing production, and Russian competition—all these contributed to the reduction (see page 3).

This combination of factors is not faced by most other industrial products at this time. Overall industrial price stability—particularly with new wage hikes in the offing—is still the order of the day.

But that's not to say that aluminum action won't have side effects.

Any significant price change, however, in a free market economy is bound to have repercussions on other price quotations.

Aluminum competes directly in many areas with steel and copper. To some small extent it can be substituted for other metals like titanium, magnesium, and zirconium.

The fact that U.S. Steel has opened up a new promotional drive emphasizing the advantage of modern steels is significant. It indicates an era of sharpening competition between metals. And it's bound to have an effect on all metal tags.

One near-term effect may be the possible blunting of an expected steel price hike early this summer.

Steel makers are well aware that aluminum vies with steel for the fabricator's dollar in many different areas. The two metals already compete in such products as roofing, siding, other building materials, and auto trim. They could become increasingly competitive in plates, structural shapes, bars, and tin plate.

Steel makers are already weighing all the factors. Result: They may be persuaded to trim down their anticipated \$3-\$6 hike (P.W., Jan. 13, p. 1).

But with an automatic 20¢-an-hour pay boost scheduled for summer, any reduction in steel prices seems extremely doubtful.

Aluminum reduction could also have an effect on copper markets.

The two metals are keen rivals in certain lines. They compete for use in such products as electric conductors, appliances, and building materials.

Oddly enough, the new quote for aluminum pig (24¢ a lb.) is exactly the same as the custom smelter copper price.

Of course, price isn't the only consideration here. Other factors like degree of conductivity and weight enter into a fabricator's choice of one metal over the other.

But there are always fabricators who straddle the fence. In these cases, aluminum price reduction will have an effect—to the extent that the two metals can be interchanged.

If nothing else, the aluminum action should keep the lid on copper tags, remove the remote possibility of any substantial rise in the red metal in the next few months.

## This Week's Commodity Prices

METALS	Apr. 2	Mar. 26	Year Ago	% Yrly Chg.
Pig iron, Bessemer, Pitts., gross ton	67.00	67.00	65.50	+ 2.3
Pig iron, basic, valley, gross ton	66.00	66.00	64.50	+ 2.3
Steel, billets, Pitts., net ton	77.50	77.50	74.00	+ 4.7
Steel, structural shapes, Pitts., cwt	5.275	5.275	5.00	+ 5.5
Steel, structural shapes, Los Angeles, cwt	5.975	5.975	5.70	+ 4.8
Steel, bars, del., Phila., cwt	5.725	5.725	5.365	+ 6.7
Steel, bars, Pitts., cwt	5.425	5.425	5.075	+ 6.9
Steel, plates, Chicago, cwt	5.10	5.10	4.85	+ 5.2
Steel scrap, #1 heavy, del. Pitts., gross ton	34.50	36.50	46.50	-25.8
Steel scrap, #1 heavy, del. Cleve., gross ton	31.50	33.50	41.50	-24.1
Steel Scrap, #1 heavy, del. Chicago, gross ton	30.50	34.00	44.50	-31.5
Aluminum, pig, lb	.24	.26	.25	- 4.0
Secondary aluminum, #380 lb	.208	.209	N.A.	N.A.
Copper, electrolytic, wire bars, refinery, lb	.245	.244	.316	-22.5
Copper scrap, #2, smelters price, lb	.183	.183	.260	-29.6
Lead, common, N.Y., lb	.12	.13	.16	-25.0
Nickel, electrolytic, producers, lb	.74	.74	.74	0
Nickel, electrolytic, dealers, lb	.74	.74	1.60	-53.8
Tin, Straits, N.Y., lb	.924	.935	.990	- 6.7
Zinc, Prime West, East St. Louis, lb	.10	.10	.135	-25.9
FUELS				
Fuel oil #6 or Bunker C, Gulf, bbl	2.25	2.25	2.75	-18.2
Fuel oil #6 or Bunker C, N.Y. barge, bbl	2.65	2.65	3.30	-19.7
Heavy fuel, PS 400, Los Angeles, rack, bbl	2.70	2.70	2.70	0
LP-Gas, Propane, Okla. tank cars, gal	.04	.05	.04	0
Gasoline, 91 oct. reg. Chicago, tank car, gal	.118	.120	.130	- 9.2
Gasoline, 84 oct. reg. Los Angeles, rack, gal	.114	.114	.131	-13.0
Coal, bituminous, slack, ton	6.05	6.05	5.80	+ 4.3
Coke, Connellsville, furnace, ton	15.25	15.25	15.25	0
CHEMICALS				
Ammonia, anhydrous, refrigeration, tanks, ton	90.50	90.50	82.50	+ 9.7
Benzene, petroleum, tanks, Houston, gal	.36	.36	.36	0
Caustic soda, 76% solid, drums, carlots, cwt	4.30	4.30	4.30	0
Coconut oil, indelible, crude, tanks, N.Y. lb	.149	.149	.119	+25.2
Glycerin, synthetic, tanks, lb	.278	.278	.280	- 0.7
Linseed oil, raw, in drums, carlots, lb	.179	.179	.163	+ 9.8
Phthalic anhydride, tanks, lb	.205	.205	.205	0
Polyethylene resin, high pressure molding, carlots, lb	.325	.325	.350	- 7.2
Rosin, W.G. grade, carlots, f.o.b. N.Y. cwt	9.70	9.70	9.60	+ 1.0
Shellac, T.N., N.Y. lb	.33	.33	.36	- 8.3
Soda ash, 58%, light, carlots, cwt	1.55	1.55	1.55	0
Sulfur, crude, bulk, long ton	23.50	23.50	26.50	-11.3
Sulfuric acid, 66%, commercial, tanks, ton	19.35	22.35	22.35	-13.4
Tallow, indelible, fancy, tank cars, N.Y. lb	.084	.084	.076	+10.5
Titanium dioxide, anatase, reg. carlots, lb	.255	.255	.255	0
PAPER				
Book paper, A grade, Eng finish, Untrimmed, carlots, CWT	17.00	17.00	16.15	+ 5.3
Bond paper, #1 sulfite, water marked, 20 lb carton lots, CWT	24.20	24.20	23.55	+ 2.8
Chipboard, del. N.Y., carlots, ton	100.00	100.00	100.00	0
Kraft liner, 42 lb del. N.Y., ton	127.50	127.50	127.50	0
Wrapping paper, std, Kraft, basis wt. 50 lb rolls	9.50	9.50	9.25	+ 2.7
Gummed sealing tape, #2, 60 lb basis, 600 ft bundle	6.40	6.40	6.60	- 3.0
BUILDING MATERIALS				
Brick, del. N.Y., 1000	41.25	41.25	41.25	0
Cement, Portland, bulk, del. N.Y., bbl	4.42	4.42	4.38	+ .9
Glass, window, single B, 40" bracket, box	7.09	7.09	7.88	-10.0
Southern pine lumber, 2x4, #4s, trucklots, fob N.Y.	112.00	112.00	119.00	- 5.9
Douglas fir lumber, 2x4, #4s, trucklots, fob N.Y.	117.00	117.00	119.00	- 1.7
TEXTILES				
Burlap, 10 oz, 40", 100 yd	10.20	10.05	10.90	- 6.4
Cotton, 1" middling, N. Y., lb	.361	.362	.355	+ 1.7
Printcloth, 39", 80x80, N.Y., spot, yd	.173	.173	.179	- 3.4
Rayon, satin, acetate, N.Y., yd	.270	.270	.285	- 5.3
Wool tops, N.Y. lb	1.500	1.510	1.930	-22.3
HIDES AND RUBBER				
Hides, cow, light native, packers, lb	.140	.145	.145	- 3.5
Rubber, #1 std ribbed smoked sheets, lb	.269	.268	.320	-15.9

# Aluminum Prices Drop 7 to 8% in Week; Russian Undercutting Upsets Market Abroad

**New York** — Aluminum tags throughout the world dropped by 7-8% last week, halting an almost ten-year rise in the metal's price.

The cut was the first for primary aluminum since Dec. 1, 1941. It was touched off by Aluminum, Ltd., of Canada, and it quickly spread to U. S. producers.

The big three U. S. manufacturers dropped their price 2¢ per lb. on the pig metal, resulting in a current tag of 24¢ per lb. Appropriate adjustments in the prices of fabricated products are expected to be announced shortly.

- There are several reasons behind the cut:
- Russia has been undercutting the price of aluminum in Europe, and was making inroads into Aluminum Ltd.'s European markets, (See "Soviet Makes Presence Felt in Metal Market," P.W. March 31, p. 1). The firm's domestic price cut followed by two weeks a similar cut overseas.
  - World production of the light metal has been expanding rapidly. And further increases in capacity are in the wind for this year and next.
  - Demand from many key buyers has been lagging, although the industry has not been so hard hit as many others.
  - Competition from other metals, whose prices have been falling, has been increasing. This is especially true in the case of copper—a direct aluminum competitor in many areas.

## A Long Term Stable Price

The chart accompanying shows the generally stable price picture of aluminum over the past few years. But the near-term outlook does not necessarily indicate more of the same. Russian action in the commodity market is anything but predictable. The U.S.S.R. could lower its price again, hold it level, or even pull out of the world market entirely.

There might even be a political maneuver. For indications are that the Russian's have an aluminum surplus and are anxious to maintain a world market for their excess. In any case, Soviet activity will be affecting the price of aluminum for some time to come.

A second vital factor is the coming wage cost hikes expected by U. S. producers. The total cost of the "automatic package," which workers are scheduled to get in August, may be over 15¢ per hour. So pressure will be great for some increase in price at that time.

Aluminum production meanwhile continues high despite some cutbacks (See chart). In 1957, total output was down 2% from the year before. But sales dipped some 7% from 1956, resulting in an inventory buildup. And the situation so far this year has not changed significantly.

Production is running slightly under 1957 but is still outpacing current demand by a good deal. This continued buildup also contributed to the recent price cut. Producers are hoping lower prices will lead to an increase in near-term demand.

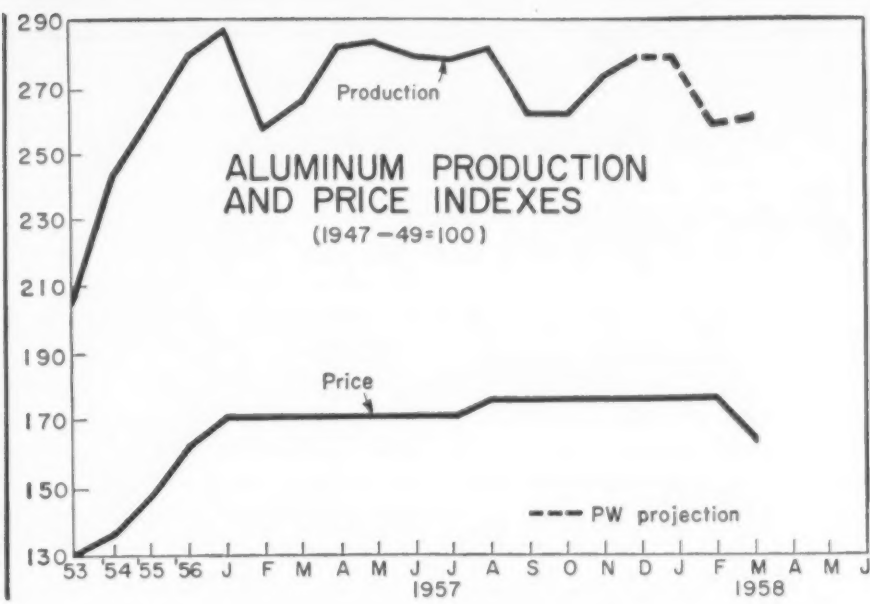
Meanwhile the industry is generally quite confident about the longer-term future. A sizable

basic demand comes from Uncle Sam under the "put right" purchase agreements. When these contracts have been completed, the industry feels it will be able to develop enough new markets to take up the slack.

The industry's marketing plans are extensive and realistic. The automobile, packaging, and building industries all present further vast, untapped markets. The housing and railroad car

markets are felt to be ripe for development.

You'll be hearing more about aluminum tags from another source too. The "big 3" U. S. aluminum producers are currently under attack by many custom die casters, independent extruders, and smelters. The charge is price discrimination. It came into the open in recent hearings of the House Small Business Subcommittee.



### Too Much

Issuing 1,200 purchase orders a year cost \$3,600

### Enough

Issuing 80 purchase orders a year cost \$240

Overstocking of lubricant types is a common problem in industry — results in a too-abundant inventory. In many cases, surveys can narrow inventory down to several basic types which perform the bulk of lubrication.

## Lubricant survey cuts cost of purchasing—in this case, 93%

Inherent waste and duplication is common when lubricants are overstocked. But this is only part of the loss you suffer. A too-abundant inventory can also result in very steep costs in your Purchasing Department. This example actually happened:

One manufacturer estimates that it costs him \$3 to initiate a purchase order. Investigation showed that it took some 1,200 such orders a year to maintain his inventory of 100 different lubricants—or \$3,600 in ordering costs. He instituted a survey. As a result the number of different lubricants stocked was dropped to 20. Quarterly pur-

chasing intervals were also recommended. Purchasing cost then sank to a mere \$240 per year—an annual saving of \$3,360.

No wonder industry is feeling a rising need for management planning of lubrication programs. Greasing a machine is a mechanic's job — but cost control isn't. That's why the services of a plant lubrication engineer are paying off in larger plants; and even smaller plants are delegating lubrication responsibility to someone on the management team.

Whichever solution you choose, Texaco's organization of Lubrication

Engineers can offer specific assistance in all 48 States. A more detailed analysis is available in an enlightening booklet: "Management Practices That Control Costs Via Organized Lubrication." Write The Texas Company, Dept. W40, 135 East 42nd Street, New York 17, New York.



**LUBRICATION IS A MAJOR FACTOR IN COST CONTROL**  
(PARTS, INVENTORY, PRODUCTION, DOWNTIME, MAINTENANCE)

# Washington Perspective

APRIL 7-13

The Congressional recess will give a breather to Washington—to take some second looks at anti-recession policies, foreign policies, trade and aid, and politics.

New unemployment figures coming out this week will be a key. The Administration hopes to be able to convince the Democrats in Congress that unless unemployment stays upwards of 5 million for an extended time a tax cut will be unnecessary.

The first spending coming from the new housing law, and Administration switches in military and civilian spending policies will begin to work during the two weeks recess. New housing starts will be out in the next few days—and there is hope the dismal February figures—65 thousand—will be bettered.

Consumer prices will remain high—and congressmen will get a lot of questions from housewives about why. The government figures that until families begin to rein in their appetites for high priced meat the index will stay high. Dips in auto prices, appliance prices and so on are offset by high demand for food and services.

You can expect some fast decision-making, once the Congressmen return to work on April 14. Most leaders believe that both the Administration and the Congress will decide on whether to cut taxes early in May. Best bet here is that if the decision is to cut—the reductions will total more than \$6 billion.

A key test on reciprocal trade legislation will come the week of April 14. The House Ways & Means Committee will begin voting on principal provisions of the law—and first evidence of the strength of the various protectionist blocs will begin to show up.

Domestic oil producers will be the strongest. They are unhappy with the Administration's newest voluntary imports program. The effort to cut imports in the East by only 60 thousand barrels a day falls far short of oilmen's demands. They may get the help of both Speaker Rayburn and Senate leader Lyndon Johnson for mandatory quotas—either in the Trade Agreements Law, or by Administration action.

Coal and fluorspar groups are backing the oil producers. The forces joined in backing legislation of Rep. Frank Ikard, D., Tex., to impose quotas.

Commodities producers are backing anti-dumping legislation. Watch the Senate Finance Committee for action on a "sleeper" amendment to the 1921 law. If the amendment is put in the House-passed measure, higher duties would go on a number of imported items, particularly synthetic rayons.

The amendments would (1) change the basis for comparing foreign and domestic prices, and (2) loosen the definition of comparable foreign and domestic classes of goods. In some instances, the new language designed to toughen customs definitions would give less protection. Domestic hardwood producers, for example, have switched position and are against the legislation because they feel they would get more import competition than now.

The slump in commodity prices is deepening. The cut in aluminum prices, the drop in titanium sponge prices, and lowering custom smelter prices on lead all add to the softness. So, there is increased pressure on the Tariff Commission to approve higher duties on lead and zinc. Aluminum producers will step up sales of metal to the government under provisions of Korean-born contracts signed to expand capacity.

## Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	1,298	1,366	2,319
Autos, units	92,482	80,560	130,233
Trucks, units	17,701	15,797	22,479
Crude runs, thous bbl, daily aver	7,038	7,316	8,099
Distillate fuel oil, thous bbl	11,363	11,587	12,296
Residual fuel oil, thous bbl	6,984	7,197	8,778
Gasoline, thous bbl	25,427	24,997	26,007
Petroleum refineries operating rate, %	77.0	80.0	91.1
Container board, thous tons	129,279	139,110	140,019
Boxboard, thous tons	139,369	134,690	134,497
Paper operating rate, %	89.2	90.8	96.8
Lumber, thous of board ft	228,774	227,079	245,450
Bituminous coal, daily aver thous tons	1,240	1,273	1,726
Electric power, million kilowatt hours	11,645	11,756	11,694
Eng const awards, mil \$ Eng News-Rec	598.5	441.2	281,484

## Steel Going Up No Matter What

Industries' Executives Barraged with Queries On Reducing Prices

(Continued from page 1) aluminum cut was by firms reporting higher earnings in relation to sales than most leading steel producers. Also, aluminum competes more directly with copper than with steel.

And for the immediate future, U. S. Steel board chairman Roger Blough said last week he sees no reason for any break in steel prices. "Big steel" is invariably the pace-setter in any basic price trend.

### Steel Cuts Bring Queries

When aluminum producers announced price cuts last week, steel executives immediately were barraged with queries as to whether this pressure, combined with industry operating rate lows, would force similar action. Most declined comment, but the industry plainly is devoting some hard thinking about how far they can go with previously clear-cut plans to up prices an estimated \$3-6/ton after mid-year. Whether a hoped-for increase in orders materializes in the second quarter will be a key factor.

While detailing U. S. Steel's "new look" marketing and advertising program announced last week, vice president Bennett S. Chapple, Jr., said steel's policy is to "appraise price conditions at a given time and make our conclusions at that time." But the 2¢ aluminum cut has put steel at a "disadvantage," Chapple admitted.

Chapple also was quoted as saying stainless steel is probably a little more expensive than aluminum "but you can justify the price of most steel items." Other spokesmen for stainless producers uniformly denied any change in stainless price was contemplated in the near future to meet aluminum.

## Increase Noted In Steel Usage

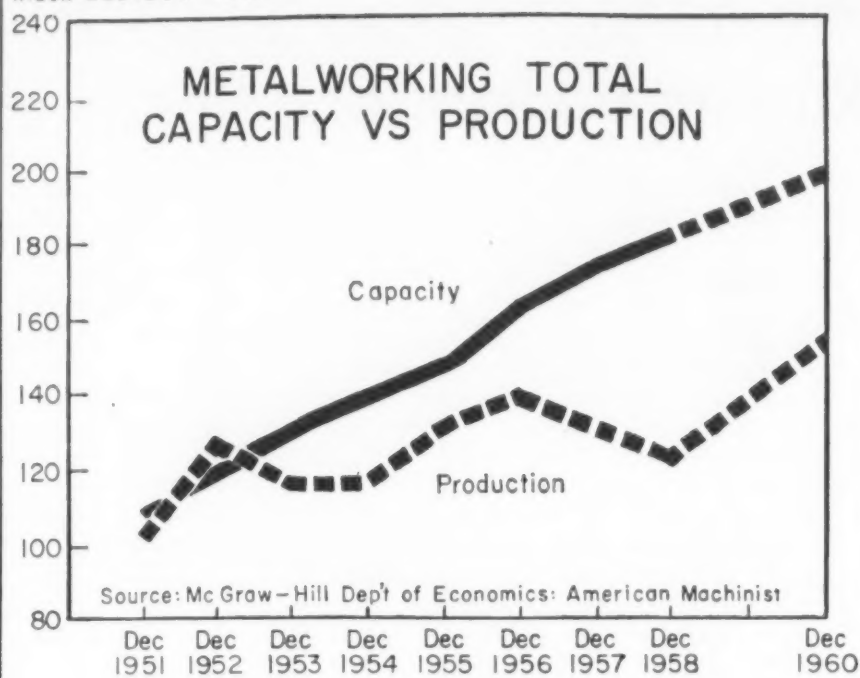
New York — Although over 80% of total steel consumption by the metal fabricating industries is centered in a group of 11 states, statistics show that other areas are on the increase, according to the American Iron and Steel Institute.

Michigan tops all other states in steel consumption by metal fabricating plants, Ohio is next, followed by Pennsylvania, Illinois, New York, California, Indiana, Wisconsin, New Jersey, Texas, and Missouri.

As a group, the states west of the Mississippi River, plus those south of the Ohio River and Mason-Dixon line showed a 37% increase compared to a 13% increase in the area comprising the New England states, New York, Pennsylvania, New Jersey, Ohio, Indiana, Michigan, Illinois, and Wisconsin.

The greatest increase, 123%, was in the eight-state region of Colorado, Utah, Montana, Idaho, Nevada, Wyoming, New Mexico, and Arizona.

Index Dec 1950=100



## Metalworking Downturn Termed Pause in Long-Term Growth

Capacity Will Continue to Show More Gains; Conservative View Puts Capital Outlay at 30%

(Continued from page 1) new records by next year.

The accompanying chart gives a bird's eye view of this growth over the past decade. Note that current dip in output will end by early 1959. By 1960, metalworking output should be 17% above current levels.

Capacity (also shown on the chart) will continue to show gains—to prepare for expected business pickup in 1959 and 1960. By the end of 1960 it is estimated that metalworking capacity to produce goods will be 15% greater than it is now.

This will be due to continuing heavy outlays for new plant and equipment. In 1959 and 1960 the money paid out for new plant and equipment will resume an upward course after a slight cut-back this year (see accompanying table).

Conservative estimates put 1960 capital spending some 30% above expected 1958 levels.

But metalworking's sharp upward trend in plant expansion, spectacular as it is, has been overshadowed lately by its outpouring of money for research and development. The metalworking industries have been doing the lion's share of U. S. product research and will continue to do so (see table).

### Research Outlays Noted

Even though production is faltering, the outlays for research are just as great as planned, and perhaps greater. In 1955, the amount spent for research in metalworking ran to \$3.2 billion. The next year the dollar total rose to \$4.3 billion and last year it spurted to \$5.4 billion. In 1960 it promises to get up to \$7.0 billion.

Most amazing of all, expenditures for research and development have recently far outstripped metalworking's investment in new plant and equipment.

Five years ago research spending was about 80% of the dollar total for new plant and equipment. Last year the research budget surpassed that for new plant and equipment.

This year it will be half again as much. If current predictions are borne out, research in 1960

still will get more of metalworking's dollars than will new plant and equipment.

This surprising trend is all to the good. New materials and new production technology are being developed at a faster rate than ever before. Manufacturers are hard at it to originate and perfect new products as competition increases between one company and another and between one industry and another.

Products and processes are being obsoleted faster than ever before in history. The old are being pushed into oblivion by the new.

As the five-to-seven year cycle of inception-to-production of new products gets working, more and more new metal products will be coming onto the market.

It means metalworking companies will have to tool for their production. That will lead to hefty outlays for new plant and equipment in the years ahead.

### Metalworking Total

	Capital Spending (Millions of \$)	Research Expend.
1953	3,066	2,409.4
1954	3,249	2,764.0
1955	3,376	3,183.3
1956	4,697	4,302.7
1957	4,566	5,366.7
1958	3,745	5,721.6
1960	4,849	6,959.4

### Japanese Plywood Limit Sought by Rep. Mack

Washington—With an influx of cheaper Japanese plywood expected (see PW March 31, p. 9), Rep. Russell V. Mack (R-Wash.) is urging Congress to limit Japanese plywood imports to 250 million sq. ft. a year.

Mack said imports of Japanese plywood into the U. S. last year equaled the combined output of 12 large mills, and resulted in unemployment for some 8,000 workers.

He also cited published reports that Japan obtains logs from Russia for its plywood production. "This means that when Americans buy Japanese plywood they are, indirectly, trading with Russia."

# Warehouses Have 9-Month Stock Of Industrial Steel Products

For First Time in Years They Have 'Well-Rounded' Inventory; Plate and Structural Shortage Ends

**Cleveland**—The nation's steel warehouses are bulging with more than 3½ million tons of industrial steel products. This amounts to about a nine-month supply at current sales levels compared with the three-to-four month supply considered normal for the industry.

Robert G. Welch, executive vice president of the American Steel Warehouse Association, points out, however, that a pick-up in demand would find warehouses with a "well-rounded" inventory for the first time in many years. Much of the buildup in tonnage in the last year was in heavy plates and structural steels that have been in short supply since 1953.

"We feel we need 3,500,000 to 3,700,000 tons to have a balanced supply. Our inventory is heavy now, not because of the tonnage in stock, but because we are not turning it over so fast as we would like to," Welch said in an interview.

"If business were to pick up now, we wouldn't have to increase our inventories, but we would turn them over much faster."

Welch estimates that warehouse sales are off about 35% from early 1957 with the major markets such as Chicago, Detroit, and Cleveland still easing but with some signs of life showing on the West Coast. A little strength also is appearing among the smaller companies away from the major industrial areas.

Purchasing from the warehouses is very "quick" all along the line. Although the number of orders received is about the same as in normal times, the size of the orders is much smaller and the lead time much shorter, Welch said.

## O.D.M. to Stop Zinc Purchases

**Washington**—The Office of Defense Mobilization has announced its long-expected cut-off on purchases of domestic zinc for the strategic stockpile. A similar program for lead will run out before July 1.

Defense mobilizer Gordon Gray explained the action simply: The long-range stockpile goal for zinc will be reached with orders contracted through the end of March. The lead goal will be attained sometime in the next three months.

Gray told Congress this move will stimulate domestic lead-zinc producers' drive for more protection against foreign imports. However, the Tariff Commission has not yet acted on domestic mining industries' petitions for more tariff protection on imported lead and zinc. Senate Interior Committee chairman James Murray (D-Mont.), whose minerals subcommittee is taking another look at domestic mining's economic troubles, has sharply criticized the Commission's delay in ruling on the tariff request.

## Purchasing Advice Could Aid Legislature

**Albany**—When it comes to buying, whether it be Cadillacs or pencils, members of the New York legislature could learn much from their friends on the state purchasing level.

Elaborating on this point, the Knickerbocker News recently disclosed what happened when the legislature failed to buy in bulk or use a competitive bidding system.

The state last year bought an eight-passenger air-conditioned Cadillac directly from the manufacturer for \$5,963, the news-

paper said. The legislature paid \$8,927 for the same model, buying on the open market through a dealer.

For pencils, the state reportedly paid \$2.30 per gross, buying under competitive bidding and in bulk. The legislature spend \$8.10 for the same pencils. There was no official comment forthcoming on either purchase.

## Sales Office Formed

**Dayton, O.**—Jones & Laughlin Steel Corp. has established a sales department sub office in Dayton. The office is attached to J&L's Cincinnati, O., office.

## Federal Government Aid Sought For Waterway

**Albany**—The state legislature wants the federal government to build a \$400 to \$500 million "all-American waterway" connecting Lake Erie with Lake Ontario.

A legislative resolution urges Congress to "initiate whatever action may be needed toward construction of an all-American waterway" between the two lakes.

The waterway's backers claim the Welland Canal, now connecting the lakes through Ontario, would be inadequate to handle the increased traffic expected with the St. Lawrence Seaway.

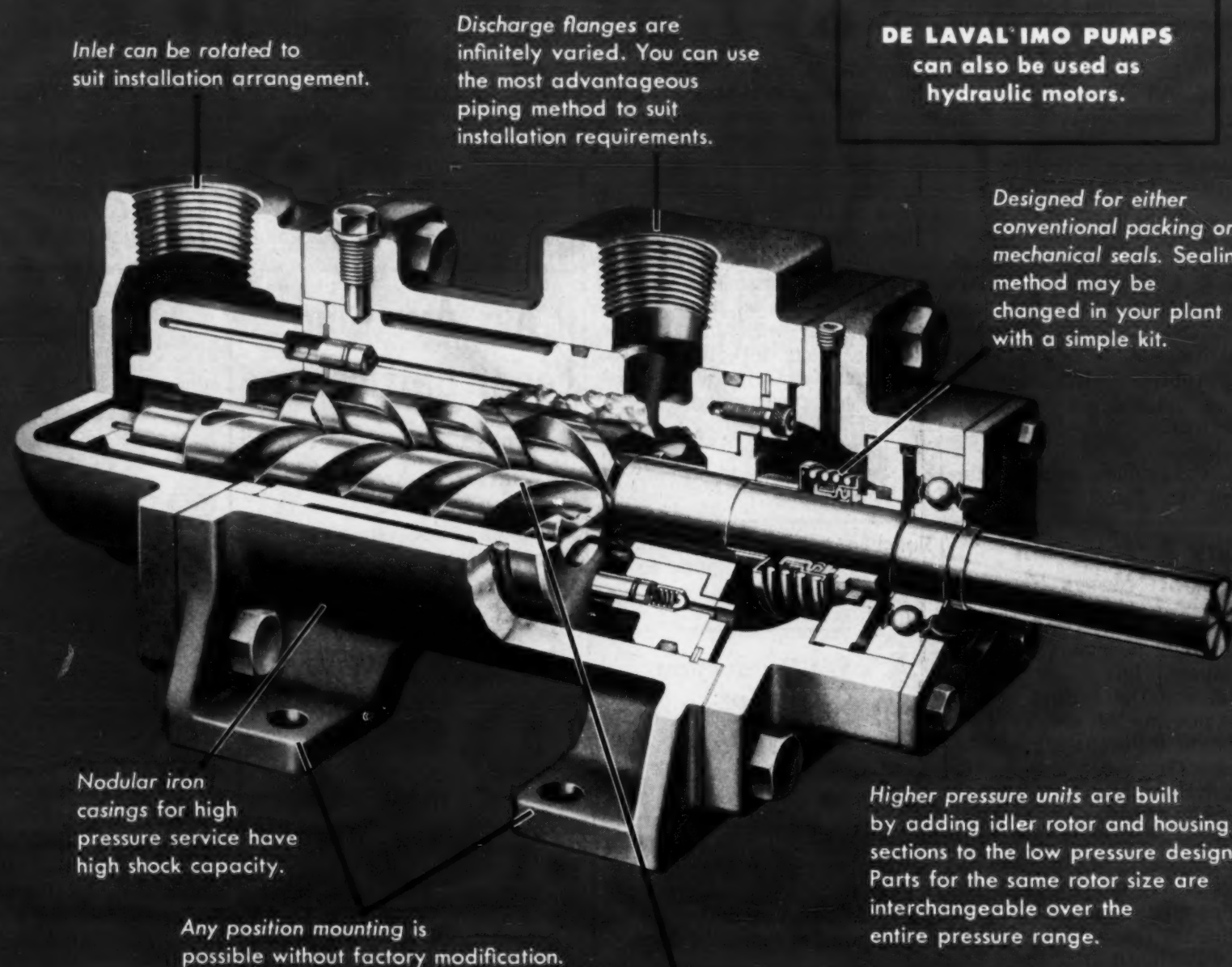
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**BRAINSTORMING SESSION** finds Michigan Prof. H. K. Carruth, second from left, getting ideas from Walter V. Blackwell, Hatch Stamping; Burton P. Brayton, Lansing Drop Forge; and Bill Sioff, Argus Cameras. Recorder, left, is Bruce McLennan, General Homes.

## Ideas Produced at P.A. Session; Clerical Cost Cutting Is Topic

Communications in Business Is Emphasized; University, Association Sponsor Training

(Continued from page 1) Department of Speech. General chairman for the program was Doug Angell of Economy Baler Co., Ann Arbor.

About 80 P.A.'s from Evansville, Indianapolis, Ft. Wayne, Grand Rapids, Saginaw, Detroit, and Lansing attended. All had a chance to try their hand at public speaking and closed circuit TV. Topics covered everything from straight "plugs" for flashy convertibles to ethics in the purchasing profession.

### Must Recognize Variations

University of Michigan professor H. K. Carruth told the P.A.'s "We're wealthy in ideas, so long as we can recognize different alternatives for meeting a particular problem. Brainstorming helps us find and list the various alternatives."

In general, he said, the more specific the problem to be "brainstormed" the better. "Be sure to

build a high fence between suggestion of various solutions in a brainstorming session and the evaluation of these ideas," he cautioned.

### Communications Curtain

U. S. Rep. George Meader (R-Mich.) told a conference luncheon there was "a growing tendency of the executive branch of government to draw a communications curtain between its operations and Congress and the general public."

"Decisions in a democracy are made by the people," he added. "They should be based on knowledge, not ignorance."

Others speaking briefly at the luncheon included Lou Spiess, local chapter president and purchasing agent for Motor State Products; Bert C. Reynolds, toastmaster and purchasing agent for Hoover Ball & Bearing Co.; and N.A.P.A. Director Norman L. Symons, purchasing agent for Argus Cameras.

### Tri-City Agents Tour Davenport News Plant

**Davenport, Iowa**—A plant tour through the new Davenport Newspapers, Inc., offices and quarters was the feature of the March meeting of the Tri-City Association of Purchasing Agents. Charles Grayson, purchasing agent for Davenport Newspapers, Inc., and chairman of the association education committee, conducted the tour and explained all the various aspects of publishing a daily newspaper.

A film on the wood pulp industry was shown after the tour. The association plans a Ladies Nite for the April 8 meeting.

### Iowa Group Tours Plant

**Waterloo, Iowa**—A tour of the John Deere Tractor Works here was one of the highlights of the March meeting of the Purchasing Agents Association of Central Iowa. At the dinner meeting following the plant tour, Pat

Touchae, secretary of the Chamber of Commerce, spoke to the group on industry in Iowa.

### P.A.'s See Production Of Aspirin at Plough Inc.

**Memphis, Tenn.**—Members of the Memphis Association of Purchasing Agents visited the plant of Plough, Inc. One of the processes the P.A.s witnessed, was the manufacture of aspirin.

Ivor G. Johnson, chairman of the education committee of the association, planned the tour.

### Public Relations Topic

**Syracuse, N. Y.**—Syracuse and Central New York purchasing agents learned how public relations affects the purchasing executive at the March meeting of their association. Kenneth W. Haagen, director of public relations at Allis-Chalmers Manufacturing Co., West Allis, Wis., was the guest speaker.

## Buying, Traffic Need Each Other

Lateral Communications Stressed by Panelists

**New York**—A detailed system of lateral communications is a must between purchasing and traffic departments if they are to achieve the lowest net landed cost on any and all items.

This was the main point agreed to by a panel of purchasing agents and traffic managers discussing "Purchasing and Traffic—A Community of Interests," at the March 27 meeting of the American Society of Traffic and Transportation. The Society hosted to the Purchasing Agents Association of New York.

Addressing more than 200 P.A.s and traffic people, F. S. Romanse, assistant purchasing agent, Babcock & Wilcox Co., explained how his department evaluated all factors of incoming transportation "in cooperation with the traffic department."

### Closer Liaison—Better Values

"The basic objectives of modern scientific purchasing is to obtain the optimum purchase dollar value on each item or material bought. A closely knit liaison with traffic can help us to better arrive at this goal."

"Furthermore," Romanse said, "the more purchasing learns from the traffic department, the better it can educate sources of supply to ship materials at a cheaper cost. Thus purchasing would benefit directly by getting a lower cost."

Emphasis on lateral communications also was urged by R. C. Waehner, general manager of the Distribution Division, Lever Bros. Co. "Horizontal communications are fine," he said, "but I feel lateral communi-



**PANEL MEMBERS** who discussed need for cooperation between purchasing and traffic are F. C. Tighe, left, T. M., Union Carbide Corp.; F. S. Romanse, assistant P. A. Babcock & Wilcox Co.; Frank Asher, Moderator and V. P., Schupper Truck Lines; R. C. Waehner, T. M., Lever Bros.; and J. K. Parks, P. A., Metal & Thermit Corp.

cations are necessary if associates are to do their jobs well.

"In other words, purchasing departments should let the traffic manager know about new sources of supply, new materials that must be purchased and other things. Traffic can judge the transportation involved and come up with the cheapest rate."

Waehner said P.A.'s should not take things into their own hands when faced with an emergency problem. "Too often I've heard the words, 'It's an emergency—forget the cost.' Traffic can usually arrange to get the needed material to the plant in time at a much lower cost than the vendor."

J. K. Parks, director of purchasing and traffic, Metal and Thermit Corp. remarked that the traffic department should see to it that purchasing personnel understand and properly use standard transportation terms, such as f.o.b., f.a.s., Delivered, and Freight Allowed.

Noting the various percentage increases in freight rates, he said traffic "should apply value analysis to the commodity rates used by their company to be sure at all times that the cost of the commodity is not going out of line due to transportation costs."

The fourth panel speaker, F. C. Tighe, traffic manager for Union Carbide Corp., said traffic managers are, in a sense, purchasing agents. "They buy transportation for their company."

"Transportation costs," Tighe continued, "form an important ingredient in the procurement of materials and supplies. It frequently determines and fixes the sources of supply and is at the very heart of the economies of production."

He stressed that purchase contracts and purchase orders should be written only after consultation with the traffic department. "By working together, purchasing and traffic can arrive at the lowest net landed cost."

## P.A.'s Avoiding Legal Battles

Simple Rules, Handling Vendors Are Reasons

**Omaha, Neb.**—Purchasing as practiced by the average industrial purchasing agent has been relatively free of intense legal arguments, according to one of purchasing's legal authorities.

And one way to avoid legal entanglements and difficulties is to follow a few simple ground rules and adopt a firm principle of making your "supplier do business with you," James J. Ritterskamp told a purchasing management conference here March 28.

Ritterskamp, Vice Chancellor for Business Affairs at Washington University in St. Louis, discussed the legal aspects of purchasing at the conference, co-sponsored by the Greater Omaha Association of Purchasing Agents and the University of Omaha.

About 75 purchasing personnel from Omaha and the surrounding area attended the conference which also featured a round-table discussion of current economic trends and advice on the public relations and management aspects of purchasing from Purchasing magazine's senior editor, Stuart F. Heinritz.



**PANEL ON INTERPRETING LEGAL TRENDS** at Omaha conference included W. Wallace Keenan, vice president, Leo A. Daly Co.; W. Dean Vogel, senior vice president, United States National Bank, Omaha; Roderic B. Crane, chairman, Department of Economics, University of Omaha; and James Ritterskamp, Vice Chancellor, University of St. Louis.

In advising P.A.'s to try to anticipate their legal requirements, Ritterskamp provided a legal "check list" to be used as a guide in the purchasing procedure.

[A future edition of PURCHASING WEEK will carry Ritterskamp's legal guide in greater detail—Editor]

His legal format includes such points as selection of sources, negotiation of the contract, type of contract, quantity, quality,

price, and service. But in addition to these legal reminders, "know your company's legal counsel as well," Ritterskamp advised. "Let him know something about your work. He then can be of greater assistance to you when you need him."

Then, if your routine becomes legally sound, Ritterskamp declared, "you will be able to flag immediately potential legal involvements."



RUSSELL STARK

### Stark Vice President N.A.P.A. Fourth District

**Lansing, Mich.**—Russell Stark, director of purchasing for Burroughs Corp., Detroit, has been elected vice president of the Fourth District Council, National Association of Purchasing Agents.

Stark's election also places him on the N.A.P.A. executive committee for 1958 and 59. He succeeds Leonard Butters, director of purchasing, Union Steel Products, Albion, Mich.

### Army Film Used At P.A. Session

**Houston**—Using a U. S. Corps of Engineers film to illustrate "standardization" procedures for purchasing agents, Roy Stockton, purchasing agent for the Reed Roller Bit Co. of Houston, spoke before the members of the Houston Purchasing Agents Association.

The film, "Keep 'em Rolling," explained how the Army, faced with the task of using 39 different gasoline engines with 1,137 different component parts, standardized its nomenclature to six engines and a total of 85 parts.

Stockton cited "value analysis, purchasing research, and simplification in defining parts" as the key factors in standardization.

Value analysis, he said, enables a purchasing executive to buy quality material, "not always the cheapest." Purchasing research, he said, leads to buying larger quantities at lower prices "without increasing your inventory." And simplification, he concluded, streamlines a purchasing operation, "saving paperwork and money."

### Careful Buying Seen As Inflation Cure

**Chicago** — Fight inflationary trends with careful buying, members of the electric power industry were told here at the American Power Conference.

"This applies not only to the power industry, but to all industry and all people," said J. W. McAfee, president of Edison Electric Institute. McAfee, president of Union Electric Co., St. Louis, said buying on a crash basis or carelessly increases the possibilities of inflation.

He said the inherent "stability" of the utility industry is a strengthening factor in current economic conditions. This stability is provided by fairly steady employ-

ment levels; small variation in taxes paid; and steady purchases of materials, supplies, and services.

The current state of the nation's economy has been "correctly described as a breathing spell," McAfee said. Most economists believe that forces are at work which will probably within the year begin to have a stimulating effect.

Young men are so ignorant that instead of following the inefficient ways of their elders they often do things in a fresh and more efficient way.

## Speaker Predicts 4th Q Recovery

**Youngstown, Ohio**—The odds are three-to-one that business recovery will be underway by the fourth quarter, according to James M. Dawson, vice president and economist of the National City Bank of Cleveland.

In a talk at the Youngstown District Purchasing Agents Association's March meeting, Dawson said, "The timing of past cycles suggests the current recession may bottom out this spring and summer with an improving trend underway by next fall."

The improving trend would be sparked not by a big upsurge in

any one part of the economy but rather by modest increases in spending in many areas, he said.

Dawson described 1958 as "a good year in which to keep reminding yourself that the economy has recovered from 25 of these recessions in the past 100 years. And despite these periodical adjustments, over-all business volume has just about doubled every 20 years."

The association awarded service plaques to three members and one former member. Stephen Kakish, chairman of the merits and award committee, presented

the plaques to Bruce Henderson, vice president and general manager, Westinghouse air conditioning plant, Staunton, Va.; W. F. Zarbaugh, vice president of purchases and traffic, Jones & Laughlin Strip Steel Division; Roy Mills, director of purchases, General Fireproofing Co.; and Glenn McQuiston, purchasing agent of Sharon Steel Corp.

### Dow Begins Production

**Midland, Mich.**—Dow Chemical Co.'s Texas division has started volume production of allyl alcohol. Allyl chloride will be produced starting in June or July.

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# Domestic Metal Producers Seek More Government Market Aid

## Governors, Senators Urge Action to Help Sagging Demand; Higher Tariffs Suggested

Washington—Domestic metal-mineral producers' political push for more government help to prop up their sagging markets has picked up speed in Washington. The pressure came through clearly on several fronts as Congressmen sped home for the Easter recess.

• Sen. James E. Murray (D-Montana), Chairman of the Senate Interior Committee, opened his third minerals subcommittee hearings on Administration mining policy in as many years with the flat contention that "something has to be done, and done quickly."

• Sen. Mike Mansfield (D-Montana), influential majority whip in the upper chamber, proposed a sweeping new metal-mineral stockpiling program for domestic copper, lead and zinc, and other minerals.

### Wants Higher Tariffs

• The American Mining Congress, leading domestic producers' trade group, urged the House Ways and Means Committee currently studying the controversial Reciprocal Trade Agreement Act Extension Bill to impose new higher import tariff-quotas wherever necessary to keep domestic mining healthy.

• Governors of western states, concluding in Washington, recommended various Administration moves to help ease unemployment and mine-closings in their area.

• The Senate Finance Committee again directed the Tariff Commission to renew its recently dismissed investigation into comparative production costs of tungsten in the U. S. and overseas, with an eye to new import controls.

### Government Aid Sought

• Sen. Herman Talmadge (D-Georgia), pushed for Senate consideration of a bill to set up new government aids in developing iron ore resources in the southeastern states of Georgia, Tennessee, Alabama, North and South Carolina.

Few of the recommendations that bombarded Washington in recent weeks are given even fair chance of success. And there are almost as many recent indications of a trend away from government mining supports.

For example: The office of Defense Mobilization reiterated its intention to end lead and zinc incentive purchases soon, definitely by July 1. Then the Senate defeated a metal-mineral producers' effort to liberalize legal authority for the government to barter U. S. crop surpluses for foreign ores as a price-propping move against world surpluses. And the House Appropriations Committee cut an

## Producers Continue To Use Inventories

Washington — Manufacturers and merchant wholesalers continued to liquidate inventories during January, according to the Commerce Department.

On a seasonally adjusted basis, factory stocks in January stood at \$53.3 billion—down \$600 million from December and \$400 million from a year ago. Manufacturers hit a high point of \$54.2 billion last August and have been dropping steadily since.

Commerce officials see no quick end in sight to inventory disinvestment. They point out that in

the 1949 and 1954 recessions factory shelves continued to be emptied for 12 months or longer.

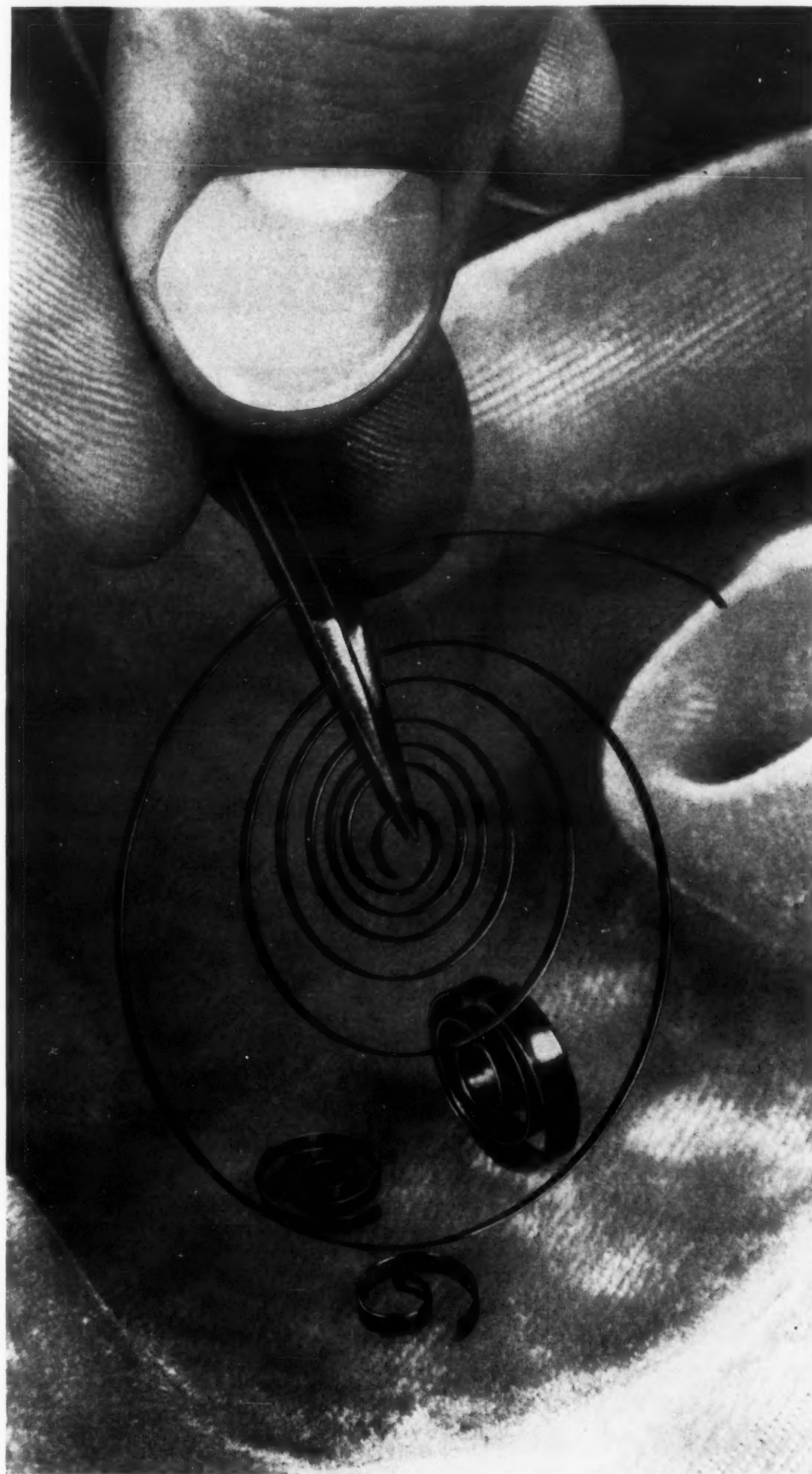
	1957	1958
	Dec.	Jan.
Total .....	\$90.7	\$90.0
Manufacturing .....	53.5	52.9
Durable .....	31.1	30.6
Non-durable .....	22.4	22.3
Wholesale .....	12.7	12.6
Durable .....	6.6	6.6
Non-durable .....	6.1	6.0
Retail .....	24.5	24.5
Durable .....	11.4	11.3
Non-durable .....	13.1	13.2

## Consolidates Auto Buying

Denver—The City of Denver, hopeful of achieving substantial savings, this year is consolidating for the first time its purchase of automobiles for various city de-

partments. Vendors were invited to bid to supply 62 automobiles, 23 trucks, 9 truck bodies, 3 motorized graders, 3 street sweepers, and other motorized equipment.

The medical stethoscope now helps mechanics diagnose engine troubles, determine leaks in piping and defects in compressors, pumps, vacuum systems and gear sets, reports "Fleet Owner," a McGraw-Hill publication. The stethoscope picks up the sounds of the equipment to be diagnosed. By turning an adjustment screw on the stethoscope handle, some sounds will be amplified, while others are suppressed.



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\*Trade Mark National-Standard Co.

## Thermometer Tubing Ready In England

London—England is now producing her own borosilicate thermometer tubing. James Powell & Sons is manufacturing the tubing which previously had to be imported from the U. S. and Germany.

**NATIONAL**  **STANDARD**

DIVISIONS: NATIONAL - STANDARD, Niles, Mich.; tire wire, stainless, music spring and plated wires • WORCESTER WIRE WORKS, Worcester, Mass.; music spring, stainless and plated wires, high and low carbon specialties  
WAGNER LITHO MACHINERY, Secaucus, N. J.; metal decorating equipment • ATHENIA STEEL, Clifton, N. J.; flat, high carbon spring steels • REYNOLDS WIRE, Dixon, Ill.; industrial wire cloth

# Foreign Perspective

APRIL 7-13

**London**—Aluminum Limited's cut in its prices (\$47 a ton) caused little surprise to Londoners. The Canadian Company, the major supplier to Britain, is known to be all set for a big campaign to boost consumption of the metal.

In fact, raising world use is now the major goal of world producers.

That's because aluminum's going to get more and more plentiful. Big schemes, particularly in Africa, will add enormous quantities of the metal to the world's reserves.

The price cut is even being applied where free world aluminum isn't suffering from overseas competition. That just shows how anxious aluminum interests are to capture new consumers.

Meanwhile, Londoners are also keeping a weather eye on tin. London tin dealers were upset by the report that in the past few months a few hundred tons of Chinese tin had reached Europe.

But China is unlikely to send large consignments of tin to Europe; and as of now this development can be ignored.

Meanwhile, however, it has played a part in delaying the upsurge in tin prices still looked for by many Londoners.

**Bonn**—The drive here to capture a larger share of the export market is meeting with considerable success.

Latest statistics show that Germany in the second half of 1957 passed Britain as the world's second largest manufactured-goods exporter.

United States still remains in first place.

Here are the figures: For the July-December 1957 period, Germany took 18.4% of the world manufactured export market—compared with Britain's 17.8%.

Uncle Sam, while remaining on top, showed a significant dip. American share dropped from 26.2% in the first half of 1957 to 24.5% in the second half.

In absolute terms, however, all three countries showed gains. That's because total world exports last year showed a healthy 11% increase over 1956 levels.

**Hong Kong**—Red China, following in the footsteps of its big Russian Brother, reports some big new production gains.

One top target is chemicals. Red's earmarked some \$200 million for chemical construction. They're shooting for a 34% increase in production in 1958.

Antibiotics are high on the list. Reds call for a four-fold increase in output of penicillin, aureomycin, streptomycin and syntomycin.

The Peking Radio has also made a series of announcements on important heavy industrial projects. Recently announced as "in production" were:

- A measuring instruments and cutting tools plant at Chengtu.
- A blooming mill at the Fularki Heavy Machinery plant near Harbin.
- A new motor vehicle plant in Nanking.

**Tokyo**—A domestic recession isn't the only thing worrying Japanese officials these days. They're involved in conflicts all over the world about fishing rights.

The Russians, always tying their economic discussions to politics, are trying to force the Japanese to lump any new fishing rights off the Soviet Asiatic Coast with all the other Russo-Japanese issues still pending.

Meanwhile, Syngman Rhee, South Korea's tough, old, Japanese-hating president, has invoked the so-called Rhee Line. This claims Korean sovereignty, and fishing rights, over the Asian continental shelf stretching all the way out in the Japan Sea.

On the other side of the Pacific, Japanese fishing fleets are also running into opposition. Both Canadian and American fishing interests claim Japan's fleets are "over-fishing".

Decisions on fishing rights are taken very seriously here. Fish and sea products (shell fish, eel, seaweed, algae, etc.) supply more than 70% of all animal protein in the Japanese diet.

**New Delhi**—India is already earmarking outlays to be financed from the new \$150 million Export-Import Bank Loan. The entire loan will go for industrial development.

Under current plans, money will be funneled into cotton textiles, engineering, chemicals, automobiles and coal mining.

For the modernization and expansion of the cotton textiles industry alone (including installation of power looms) \$40,200,000 is required.

Another \$40-50 million of the Bank loan will go towards the further expansion of the Indian National road transport development program.

## Europe to Face Tough Market

**Milan**—Europe is headed for tough competition in synthetic rubber. With synthetic rubber production from Italy's new 35,000-ton plant starting up and three other European plants abuilding, by 1960 Western Europe should be producing an annual 250,000 to 300,000 tons, exclusive of butyl and special types.

The United States exported a record 201,000 tons in 1957, a third more than 1956, but exporters fear the new competition will cut 1958 shipments 10% below last year.

According to Assogomma, Italy's national association of rubber goods manufacturers, the free world's synthetic rubber supply in two years may exceed an annual 2 million tons. Natural rubber from southeast Asia will hike the total supply to 4 million tons yearly. They estimate 1960's total needs, however, at only 3.5 million tons. Such a heavy competitive market, Assogomma feels, may cause a substantial dent in the southeast Asian economy.

## Shipping Chamber Has Tonnage Plan

**London**—If and when Britain's shipowners cooperate with foreign shipowners in raising freight rates, the United Kingdom Chamber of Shipping says it has a plan ready for "tonnage stabilization."

Chamber president R. D. Ropner told a shipowners meeting in Cardiff that a subcommittee is examining the present depression in tramp shipping and updating the "tonnage stabilization" scheme the Chamber prepared in 1950.

Although Greek shipowners are investigating a plan for controlled laying-up of tramps, British owners believe "hurried action would be a mistake," because it might lead to maintenance of obsolete tonnage on the world register. "Timing is of great importance," Ropner said, and "the laying-up of a ship is a serious and complicated affair for ship owners."

## Indian Ships to Start Dry Monthly Runs to U. S.

**Bombay**—India soon will have a regular dry cargo monthly service to selected U. S. ports. It will be operated by the newly-formed Indian Overseas Shipping Company.

Four fast vessels of 10,000 d.w.t. each with a speed of 17 knots will start the service in May using the Pacific route. It now is busy booking cargoes of ores, tea, illmenite, oil, and textiles for the onward journeys and hopes its ships will be able to get return cargoes of U. S. food and machinery.

## Terylene Plant Planned

**London**—Imperial Chemical Industries, Ltd., has announced plans to build a terylene polyester fiber plant in northern Ireland. But the company says its

plans will go through only if the market for terylene develops as expected. Planning and construction of the plant will take "several years," I.C.I. says. It hopes to start production by 1964.

## German Industries Fair Expands Exhibit Area

**Hanover, Germany**—Expansion of exhibition facilities at the show grounds here will enable many more displays at the German Industries Fair to be held April 27 through May 6.

Four new buildings have been built providing over 66 acres of covered space and over 34 acres of open exhibition ground. Plans call for displays to be grouped according to their industries, making it easier for visitors to locate and compare the exhibits.

## Rectifier Price Drops

**London**—Ferranti, Ltd., Hollinwood, Lancashire, has reduced prices up to 19% on silicon rectifiers. The price drop is due to improved manufacturing facilities and mass production techniques, according to a company spokesman.

## Olivetti Plans Computer

**Milan, Italy**—Olivetti is reported getting set to produce a digital computer, Italy's first to be commercially manufactured. The unit was built and tested at University of Pisa facilities. Production will be at Olivetti's Ivrea plant. The unit is said to be a size close to IBM's "705."

## Russia Adds Output In Industrial Exports

**London**—Russia exported more than twice as much industrial equipment to capitalist countries in 1957, compared with 1956, according to the communist machine-export foreign trade organization.

In building up her foreign trade, Russia now deals with more than 70 countries and has treaties or trade agreements with 43 of them.

Largest deals last year were sales of oil drilling equipment to India; printing machinery to Egypt, Burma, India, and Mexico; textile machinery to Egypt and Syria; and excavators to Argentina, Greece, Afghanistan, Iran, Sudan, and Turkey.

Razno-Export, another Russian trade organization, reported trade rose by 74% over 1956.

## Red China Unit Going to Britain

**London**—Communist China is sending a trade mission to Britain this month.

The Sino-British Trade Council says the party, consisting of about 12 members, will have powers to order a wide range of British goods.

The Chinese will be mainly interested in iron and steel, electrical goods, tractors, cables, machine tools, and precision instruments, the Council says.

It is also known that some members of the group are coming to Britain for the sole purpose of promoting further sales of Chinese products through London's commodity markets.

The leader of the Chinese economic and technical mission to Britain last year told British industry leaders that Red China could pay for British goods out of its sterling balances.

Spokesman for the London Chamber of Commerce says British industry leaders definitely want a relaxation of the embargo list, which bars them from selling certain strategic goods to Communist China.

## Red Satellites Planning Reed Processing Plant

**Bonn**—Romania, Poland, and East Germany are reported to have reached an agreement on joint establishment of large reed processing plants near Braila (Danube Estuary).

The 670,000-acre reed cultivations in the Braila area will represent the basis for producing 200,000 tons of cellulose annually for the textile and paper industries of the three countries.

## Japanese Rayon Firm Is Top Money Maker

**Tokyo**—A rayon manufacturing concern, Royo Rayon Co., was Japan's top money maker among private companies last year. The synthetic textile producer's 1957 net income, about \$23 million, represented a \$4.5 million increase over the previous tax year.

Other top earners were Yawata Iron & Steel Co. (about \$22 million), Fuji Iron & Steel Co. (\$17 million), Shin-Mitsubishi heavy industry (\$15 million), Toyota Motor Co. (\$15 million), and Hitachi, LTD., Japan's largest heavy electrical producer, (\$15 million).



"I want to be absolutely fair about this, so let me have your side of the story before I cancel the rest of the order."

# Purchasing Week

330 West 42nd St., New York 36, N. Y.

McGraw-Hill's National Newspaper of Purchasing

Print Order This Issue 28,000

## Meetings Have a Place in Your Life

It has been said that American businessmen are the greatest meeting attenders in the world. Whether this is true probably never will be proved or disproved. We do know though that the average business man attends a great number of meetings. And the reason he does is very simple. He profits from the meetings.

All meetings have some value, but those that score the highest are the ones on which the most preparatory work has been done. Take, for example, the convention planned by the National Association of Purchasing Agents for Chicago next month (May 11-14).

This is an annual affair that has been growing in importance. More and more purchasing executives are finding that attendance at the N.A.P.A. convention is rewarding. One of the chief reasons it is rewarding is that a host of men take care of a thousand and one details.

Hotel arrangements have to be made. A program has to be drafted. Speakers have to be obtained. Booths must be assigned and details for their operation worked out. These are just a few of the things that must be taken care of in advance. There are scores of others, as any one who has served on a committee knows.

Is it worth it? There's not a doubt on this score; it is worth every bit of the time and effort. The benefits are many. One purchasing executive will profit from mingling with other purchasing men and having private discussions on mutual problems. Another will benefit most from hearing a speaker, an expert on a subject of vital importance to the purchasing man. Still other purchasing agents will classify as the "hit" of the convention the "Inform-A-Show" at which suppliers set up and man booths.

Just what will be of the most help to you can be determined only by you. It may be, as is true in many cases, that you will benefit from all phases of the convention.

There is, of course, another angle. Your attendance at the convention could prove to be a key factor in making the convention a success for another. One of the very problems that you have licked may be stumping one of your contemporaries. This is the way a good meeting works; you give and you also receive.

Now is the time to make your plans to attend the N.A.P.A. 1958 convention. It's your convention. You will benefit.

## Experience, The Greatest of Teachers

If you've ever had any doubts about experience being an important teacher, you have only to sit through a session as a juror. We watched 150 "doubting Thomases" snicker when a judge welcomed them as jurors and informed them that they would enjoy the experience. Most of the 150 were belligerent. You could hear whispered comments when the judge finished. Most of the comments consisted of two words: "Oh, yeah?"

Two weeks later many of the "objectors" were inquiring as to how they could serve as jurors again.

Isn't it strange how many of us just automatically object to something new without waiting to find out if our objections are valid?

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## Everybody Wins at the N.A.P.A. Convention



## Your Follow-Up File

We Recognize Your Write to Your Opinion

### Wants More Details on Isotopes

Boulder, Colo.

In your "Product Perspective," page 22, Feb. 3 issue, we find the following statement:

"Manufacturers are looking for ways to mass produce low cost radiation detectors. Any answer they come up with could mean a major boom in the use of radio isotopes, particularly by the smaller businesses."

Inasmuch as we are producers of radiation detection equipment and are most interested in developing new products to improve our position, we would be most interested in having more of the details behind the above statement.

We feel that this is an excellent opportunity to congratulate the staff of PURCHASING WEEK on a very excellent job well done. We feel that this publication is by far the best and contains the most up-to-date information vital to the purchasing agent.

C. P. Bennett

Purchasing Agent

Ball Brothers Research Corp.

be interested to know just what I thought of it.

I particularly like your way of presenting new products, which affords me the opportunity of cutting out interesting items I feel I may be able to use, pasting them on to index cards and putting them into a file—rather than trying to remember in what magazine I saw it and on what date.

Also of particular interest are "This Week's Commodity Prices" and "Weekly Production Records."

I like the whole paper as it is and hope you will continue with the same format and with every success to McGraw-Hill.

R. E. Urinyi

Purchasing Agent  
Royal McBee Corp.

### Wrong Man, Right Job

Cleveland, Ohio

I should like to thank you very much for publishing the item in your Feb. 24 issue concerning the appointments of our regional sales managers from our company and the naming of a new transmission product manager.

Unfortunately, W. C. McConnell, as you printed, is not the transmission product manager. He is our company's general products division manager and made the statement that Mr. James P. Reeves was named to the new transmission product manager's post.

J. E. Stratton

Product Publicity Department  
Reliance Electric & Engineering Co.

### College Hunting Tie Clips

Berea, Ky.

In one of our student industries we make various weavings, including ties for resale. One of the items we are attempting to put into production is a bow tie.

We have seen bow tie clips which have material around one of the attaching clamps. Instead of having two clamps on each side of the collar fastening with metal on each side, the lower portion of this clip has material on it, so that you have cloth against cloth, thereby holding the tie a little better on the collar.

We have been unable to locate a source for this particular type of clip.

Ervin Connelly

Purchasing Agent

Berea College

• Do you know the answer?

### Likes New Product Format

Port Chester, N. Y.

Being an early subscriber to PURCHASING WEEK, I thought you might

### To Our Readers

This is your column. Write on any subject you think will interest purchasing executives. While your letters should be signed, if you prefer we'll publish them anonymously.

Send your letters to: "Your Follow-Up File," PURCHASING WEEK, 330 West 42nd St., New York 36, N. Y.

## PURCHASING WEEK Asks You . . .

How do you handle salesmen's calls? Do you limit the hours and have salesmen make appointments or do you set aside certain days for salesmen?

Asked at: Metropolitan Purchasers Club  
Monthly Meeting, New York

### Hannah L. McLean

Hanson-Van Winkle-Munning Co.  
Matawan, N. J.

"Because we are situated way out, we try to see all salesmen when they come. We don't have any specific days or hours. If we are too busy and can't see a salesman, we try to set up a date for another time or ask him to telephone ahead. Our regular salesmen know Monday and Friday are our busiest days and they phone first to make sure the day or time is convenient."



### Walter E. Doe

Muscular Dystrophy Association  
New York

"This isn't any problem for us as we do not have that many salesmen calling. I very rarely send one away without seeing him. We don't limit the hours or set aside special days for calls. Salesmen can come in any time they want. Of course, I personally prefer them to make appointments ahead, but very few do."

### Joseph Farrell

Yardney Electric Corp.  
New York

"We have certain days set aside for salesmen's calls—Wednesday and Friday afternoons from two to four. Most of our stuff is specialized, so we don't have too many salesmen calling. In fact, we seldom have more than two waiting at the same time. When we want to see certain salesmen, we will call and make specific dates."



### Harold T. Hill

Brooklyn Union Gas Co.  
Brooklyn, N. Y.

"We feel that salesmen have got to make a living. In our organization we don't limit the hours; we see them from Monday through Friday. While we would like it if they called and made appointments, most of them don't. Unless it is a specialized tool, we only spend about five or 10 minutes with each salesman, so we get to all of them."

### Harold D. Mead

Puro Filter Corp. of America  
Long Island City, N. Y.

"Ever since 1927 I have seen every salesman who called—any time, any hour from nine to five, five days a week. Salesmen are my best friends. A well informed salesman who can present facts rather than opinion is worth his weight in gold. I have the habit of telling each salesman how many calls he should make—once a week, once a month, etc., and they generally follow this."



### R. F. Baldwin

M. W. Kellogg Co.  
New York

"Under our present policy we don't restrict salesmen's calls because we work under the philosophy that the salesman has a bona fide purpose in calling and he has something of value to offer. However the number of salesmen calling on our purchasing department has doubled since the first of the year, so we may have to limit salesmen's calls."

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## Southern Rhodesia Will Give Royalties to Asbestos Men

**Johannesburg**—The government of Southern Rhodesia is giving asbestos producers in the territory practical assistance in efforts to break into new export markets.

Royalties have been waived on low-grade (Grades 6 and 7) asbestos. This should mean an increased profit to producers of over \$4 a ton on Grade 7 and well over \$5 on Grade 6.

Prospects for asbestos, in contrast to the position with other commodities, remain encouraging. There is a strong world demand for asbestos-based floor tiles and for asbestos cement.

## Italian Firm Gets Orders For Six Transformers

**Milan**—Three power plants of the Missouri River Basin project will receive five transformers, worth \$480,000, from

Italy's Industrie Elettiche di Legnano within the next 14 months. One 8,000 kva. transformer goes to the Summit, S. D. plant, another to Loveland, Colo., and three single-phase autotransformers are to be installed at Fargo, N. D.

The firm also has an order from the Bonneville Power Administration, Portland, Ore., for a 3-phase 50,000-kva. transformer for Longview, Wash.

## British Car Sales Booming; Detroit Feels Recession

**London**—While Detroit is lamenting the effects of the U. S. recession, British car sales in the United States are booming.

British auto exports to the U. S. in January and February were double those for the corresponding period last year. Some 25,000 cars, nearly 30% of Britain's record automobile exports in the first two months of the year, went to the U. S.

British car production and export during last month were greater than for any previous February. Nearly 83,500 cars were made and 42,000 shipped abroad.

Commercial vehicle exports amounting to \$23 million also established a record for February.

## Gold Dollar Reserves Increase in Britain

**London**—Britain's gold and dollar reserves rose \$135 million in February to \$2,539 million—highest level since July, 1955.

The biggest monthly inflow of gold and dollars on commercial and trading account for nearly four years, the \$135 million increase compares with a rise of \$131-million in January.

The February figure includes receipt of \$22 million from the European Payments Union in part settlement of Britain's January surplus of 10.5 million pounds sterling (about \$29.4 million).

## German Aluminum Plants Cut Output to 11,000 Tons

**Bonn**—West German aluminum plants have cut their output to 10,500-11,000 tons monthly since the beginning of this year as compared to an average monthly production of 13,000 tons in 1957.

Because of high production costs, the price of West German aluminum cannot compete with present low world market prices. German production costs compare unfavorably with those in United States, Scandinavia, and Switzerland, where less expensive water-power is available.

## North Vietnam Plans Control of Cotton Output

**Hanoi**—While most of Asia is worrying about textile surpluses, Communist North Vietnam plans to control the "purchase and distribution of cotton yarn and cloth," according to a Hanoi Vietminh radio broadcast.

The Communist broadcast said the measure was an important one "during the transitional period," and that the measure had been undertaken to halt speculation and "evasion of taxes" by cloth merchants.

## German Firms Get Orders

**Zurich**—Two West German electronics manufacturers, Siemens & Halske and Telefunken, have obtained orders from the Middle East by submitting joint offers. Saudi Arabia ordered five short-wave and two medium-wave transmitters, and the Lebanon government ordered two medium and two short-wave transmitters from the firms.

## Russians Study Ways To Hold Sea's Level

**London**—Russians are studying possibilities for controlling the level of the Caspian Sea, which has been falling for 28 years, according to a Soviet News report.

Since 1930, the Caspian has dropped 8 ft. and its area has shrunk by more than 19,000 sq. miles. Water has receded 15 miles from the shore in some places, leaving fishing and shipping ports stranded in arid desert.

One plan involves making the Pechora and Vychegda rivers flow through the Kama and Volga, supplementing waters emptying into the Caspian. By constructing a reservoir and a number of dams, 17 million gal. of water a year could be diverted into the sea, the newspaper says.

An alternative plan includes turning the flow of the rivers Ob and Yenesei, directing some of their waters into Caspian. If this scheme is adopted, the rivers would flow some 2,500 miles to the sea, irrigating the desert areas of central Asia and Kazakhstan.

Soviet News also reported that partial control could be achieved more quickly by constructing a 280-mile dyke across the Caspian. The water in the northern part could then be raised 6½ ft.

## Machine Export Orders Slump, Germany Notes

**Bonn**—Incoming export orders for German machinery have been steadily slumping during the last months, according to the German Machine Builders Association. Orders dropped from \$150 million in October, 1957, to \$120 million in January. A further decline is predicted for February.

Last year was a very good export year for German machine builders. Total export value amounted to \$1.7 billion, 20.8% more than in 1956.

## Transistor Price Slashed

**London**—Prices of radio frequency and power transistors manufactured by Newmarket Transistor Co. have been slashed up to 25%. The firm says transistors which cost \$8.40 two years ago and

\$4.90 now will sell for \$3.95 in reasonable quantity. Output this year is expected to be three times that of 1957.

## Mexico Cuts Export Tax On Lead to Help Industry

**Mexico City**—Mexico slightly reduced its effective export tax on lead as of April 1.

The Mexican government ordered the reduction to aid, although admittedly in a small way, the financial plight of producers hit by falling prices. Export taxes are computed through a percentage of the official price. The percentage remains the same, but the official price has been lowered to gain in effect the tax reduction.

For example, the official price per kilogram of refined lead for the first quarter of 1958 has been just under 24¢. Export tax has been around 28% or about 7¢ a kilo. This 28% tax will continue but it will be computed on an official value which will be reduced roughly 1/5th of a U. S. cent.

It is estimated that the reduction will cost the Mexican government around \$400,000 a year.

## Japan Slates Exporting Of More Rolling Stock

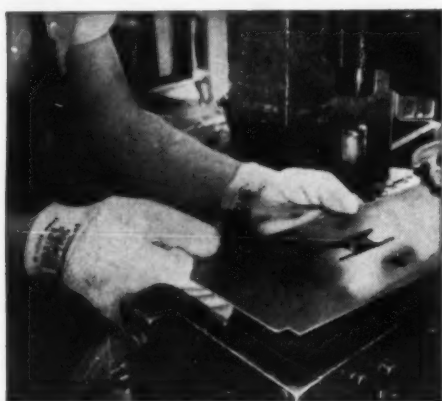
**Tokyo**—Japan plans to export more rolling stock this year in the wake of last year's low of \$4.2 million worth. Exports of engines, passenger and freight cars totaled \$33,726,600 in 1956.

Orders from the Pakistan National Railways are expected. India has set aside \$8,333,333 of a \$50 million loan from Japan to buy Japanese rolling stock in the next three years. Latin America is also a good prospect. President of National Railways of Brazil, N. Sorocabana, and Dante Aranalde Ardigo, president of the Argentine National Railway, have arrived in Japan at the invitation of the government, to inspect equipment.

## Carbon Method Ready

**London**—A British firm has designed a product most of us would like to do without. It's a new kind of carbon paper for use in accounting offices. The carbon sheet incorporates two vertical red strips for "in the red" items, thus eliminating the need for typing in later on individual copies.

## HERE'S PROOF...



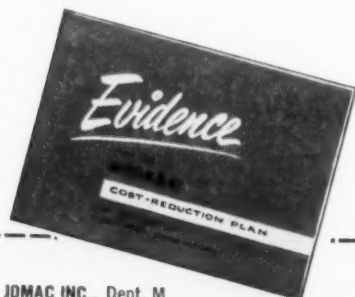
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# This Changing Purchasing Profession . . .



ROBERT L. WENDLING

## Wendling Is Named Hamilton Vice President

**Columbus, Ind.**—Robert L. Wendling has been advanced to vice president in charge of purchasing at Hamilton Mfg. Corp. Frank Zeigler and Thomas R. Henderson have been appointed vice presidents in charge of production and sales respectively.

The past six years Wendling served as director of purchases and coordinator of production scheduling and material savings program. He has been with the firm since 1941, except for military service in World War II.

**Russell C. Holcomb** has been appointed assistant manager of Sun Oil Co.'s New England region and will work out of Boston, Mass., headquarters. He succeeds **John M. Jaspersen** who retired.

**S. A. Geney** has been made treasurer of American Air Compressor Corp., North Bergen, N. J., in addition to his duties as works manager. **J. W. Sargent** has been moved up from secretary to vice president and will also continue as sales manager. **R. C. Sargent**, assistant sales manager, has been assigned the added post of secretary.

**Robert L. Duncan**, formerly assistant sales manager of Union Carbide Chemicals Co., division of Union Carbide Corp., New York, has been promoted to sales manager.

**Jim Greene** has joined Edwin H. Fidler Co., Philadelphia, as assistant sales manager.

**Charles W. Fuhrer** has been moved up to eastern zone sales manager by Diamond Expansion Bolt Co., Inc., Garwood, N. J.

**Claude L. Briggs**, vice president and general manager of Monarch Lumber Co., Great Falls, Mont., has been elected president of the Montana Retail Lumbermen's Association.

**John W. Watson** has been promoted to director of purchases by Continental Aviation & Engineering Corp., Toledo. He had been in charge of purchase analysis.

**A. P. Bowman** has been named Milwaukee district office manager by Allis-Chalmers Industries Group and **James I. Onarheim**

has been assigned to the new post of manager of utility sales, Milwaukee district.

**E. W. Michel** has been advanced to assistant manager of interior lighting sales for Westinghouse Electric Corp.'s Lighting Division in Cleveland.

**Max L. Murdock** has joined the Standard Products Div. of Byron Jackson, a division of Borg-Warner Corp., Lawrenceburg, Ind., as vice president and general manager.

**Roy J. Sund** has been elected a vice president of American Can Co., New York. He will continue to be in charge of the operations of the firm's Marathon Division.

**Robert D. Prushing** has been promoted from assistant manager to manager, distributor sales, by The Jeffrey Mfg. Co., Columbus, Ohio.

**Albert C. Schilling** has been elected president of Tagliabue Mfg. Co., Hempstead, Long Island, N. Y.

**Gordon J. Wygant** has been appointed aviation sales manager of Titeflex Inc., Springfield, Mass.

**Richard Y. Neiley** has joined Sperry Products, Inc., as district sales supervisor with headquarters in Chicago.

**H. W. Whitman** has been elected vice president and general manager of the Machine Division, The Torrington Mfg. Co., Torrington, Conn.

**Edward J. Walsh** has been made Philadelphia regional manager for Huck Mfg. Co.

**Robert G. Beverly** has been moved up to assistant sales manager for the western operation of Food Machinery & Chemical Corp.'s Canning Machinery Division, San Jose, Calif. **Richard T. Ready** succeeds Beverly as chief application engineer.

**R. F. Fred Klein** has been appointed manager of lubricated plug valve sales by the Walworth Co., New York.

**Robert G. Burson** has been assigned to the new post of assistant general sales manager, Mechanical Goods Division, The Dayton Rubber Co., Dayton, Ohio.

**C. Beach Powell** has joined Cleveland Cap Screw Co., as sales manager, Socket Div.

**Gilbert A. Erdman**, purchasing agent for Badger Paint & Hardware Stores, Inc., Milwaukee, has been elected to the firm's board of directors.

**Harry Carlross** has been elected executive vice president of The Deming Co., Salem, Ohio. **Roland Webber** succeeds him as vice president in charge of sales and also has been elected a director of the firm. **George Emery** has been made vice president and **Walter Everett** has been named to the new post of assistant treasurer.

**Robert E. Cervay** has been appointed east central district manager for Buffalo Fire Appliance Corp., Dayton, Ohio.

**George Thorn** has joined the Belting Div. of Boston Woven Hose & Rubber Co., Div. of American Biltrite Rubber Co., Boston, as sales manager.

**T. B. Peterson** has been promoted to district sales manager by Duff-Norton Co., Pittsburgh.

**Raymond J. Zale**, general sales manager, Vulcan-Kidd Steel Div., H. K. Porter Co., Inc., Aliquippa, Pa., has been elected first vice chairman of the Pittsburgh Chapter of the American Society of Tool Engineers.

**John P. Wilson** has been assigned to New York headquarters as eastern manager of petroleum sales for the Chemical Plants Div., Blaw-Knox Co.



IRWIN L. BOOKEY has been elected treasurer and a member of the board of directors at Grayson-List & Co., Secaucus, N. J. He will also continue as general manager and purchasing agent.

**P. T. Babb** succeeds **L. T. DeLaup** as district manager of sales in New Orleans for the Sheffield Div., Armco Steel Corp. Before joining the division as a sales representative in 1954, Babb had been director of purchases, Marsh Steel Corp., Kansas City.

DeLaup has been appointed assistant to the president of Southwest Steel Products, an Armco subsidiary. **W. A. Rheinold, Jr.**, has been named district manager for the Sheffield Div. with offices at Tulsa and **W. A. Keck** has been made district representative at Oklahoma City offices.

## Obituaries

### JOHN W. FISHER

**New York**—John W. Fisher, 49, assistant general purchasing agent for Anaconda Wire & Cable Co., died March 25. He had been with the firm 30 years.

He was a past president of the Yonkers (N. Y.) Civic Association and was treasurer of the Siwanoy Council, Boy Scouts of America, in New Rochelle, N. Y.

He is survived by his wife, a son, two daughters, a brother and a sister.



JOSEPH NICHOLSON, City of Milwaukee Purchasing Agent, beams with pleasure as he plays assembled organ at his home during off hours.

## A P.W. Profile

### Pipe Organ Music Hath Charms To Joe Nicholson, Milwaukee's P.A.

What was a good 10¢-on-the-dollar buy in 1932 has since returned double value to Joseph Nicholson, City of Milwaukee Purchasing Agent. The small theatre organ which he bought then has made him a unique do-it-yourselfer as well as returning many hours of music.

When he had the chance to pick up a 4-rank pipe organ from the Barton Organ Co. in 1932, he didn't hesitate because one of his neighbors was in the pipe organ business. Since that time while putting it together, however, he has spent many hours wondering if he made the right decision. But the result today is a credit to any skilled craftsman.

#### Original Pipes Changed

The original organ pipes have been exchanged over the years for bigger ones. And he now has a full-20-rank organ built into his house that would be a credit to any church. The pipes and wind box are in the basement. Special openings in the floor bring the music upstairs to the living room where Nicholson plays on the console.

While assembling the organ, Joseph Nicholson has visited churches throughout the country in his business and personal trips, always picking up tips and ideas on pipe organ construction. "I've probably even made a nuisance of myself in some cases," he declares in telling about his visits to about every organ factory in the country.

#### Started Buying In 1918

On the job, Nicholson is just as enthusiastic about municipal purchasing as he is about his pipe organ at home. Ever since 1918 when he started his career, he has pioneered in purchasing. The first time was when as a new buyer of motor vehicles he tried to replace Milwaukee's horse-drawn fire engines with the new fangled motor-fire engines. He won his case in 1925 but had to argue with others than displaced Dobbin to win his point.

This apparently was a starter.

In 1935 he founded purchasing classes at Marquette University. He still takes time out every year to run a one-week purchasing seminar. In 1944 he organized the first meeting of the National Institute of Governmental Purchasers. Since that time it has grown to 225 public agencies.

#### Received Several Honors

Along the way in his purchasing career, Nicholson has picked up several honors. In 1938-39 he served as president of N. A. P. A. and in 1948 received the Henry L. Brueggeman award from the Chicago Association for his contributions to purchasing. In 1950 he was surprised with the J. Shipman award.

Because of his experience, Joe Nicholson is consulted by many municipal P. A.'s just starting in this newer field. "Interestingly enough," says Nicholson, "many of these men come from industrial purchasing backgrounds. But it takes them some time to get used to the fishbowl of municipal purchasing."

#### No Bids Kept Secret

One of the distinct differences is the openness of bids and contract awards. Whenever an unsuccessful bidder requests to know why he didn't get the award, he finds out. All bids are a matter of public knowledge in municipal purchasing.

Nicholson feels a strong obligation to the taxpayers in his position. The Central Purchasing Board of Milwaukee, of which he is secretary, has protested cases of collusion whenever identical bids look suspicious. Two recent cases involved steel culvert pipe and Salk polio vaccine. Soon after the board's complaint to the Federal Trade Commission, the price of the vaccine dropped 50¢ per 9-cc vial.

The walls of his office contain many reminders of his years in purchasing. He is just editing the final proofs of a 40-year history of the Milwaukee Association of Purchasing Agents.



General Mills' headquarters purchasing department personnel are pictured at Minneapolis, Minn., office.

## St. Louis P.A.'s Exchange Ideas

**Purchasing Executives Advised to Think More, Strive to Improve**

**St. Louis**—More than 200 St. Louis area purchasing agents, attending an afternoon and evening conference March 25, discussed buying problems and exchanged ideas on how to chart a more successful course in today's rough buying weather.

One suggestion was to spend at least five hours a week to improve thinking on the job of purchasing. Dr. Nathan Kohn, Jr., a personnel relations expert, said a purchasing executive could get new ideas from the wealth of material that flows across his desk and from personal contact with sales representatives.

"A purchasing agent must always be aware there is room for growth and view his methods—though successful—as only a base from which to improve," he said.

Harvey Beffa, executive vice president and general manager of the Falstaff Brewing Corp. feels that "purchasing people are given the full responsibility and the respect they need, and do the most proficient job they can for their company. He said "These men are not order-givers. They are problem solvers."

### Good Communications Vital

Beffa asserted good communications between purchasing agents and management is vital. He urged concentration on "shrewd" buying for "poor buying can knock the bottom out of the profit barrel."

The current recession has not given any indications of reversing, declared George A. Renard, former N.A.P.A. secretary-treasurer. He urged the P.A.s "to expect some break in the price structure before any upturn," despite the fact that prices of manufactured goods so far have remained stable.

The Purchasing Management Conference was the sixth such meeting for the St. Louis P.A.s. It was highlighted by a panel of St. Louis purchasing agents reviewing methods to get the best value for their firms in today's market place.

The panel included Ray W. Hibbett, purchasing agent for Mississippi Valley Steel Products Co., as moderator; J. P. Du Bail, Jr., Cupples Products Corp.; Fred A. Biller, Hussmann Refrigerator Co.; P. R. Hartman, Wagner Electric Corp.; and Walter J. Wallace, Aluminum Company of America.

William M. Bridwell, president of the St. Louis Chapter of purchasing agents, presided at the afternoon and evening sessions.

### P.A.'s Hear Sales Talk

**Toledo**—James R. Baldwin, director of public relations for National Laboratories, Inc., addressed a joint dinner meeting March 24 of the Toledo Purchasing Agents Association and the Toledo Sales Executives Club. His subject was "Selling with Enthusiasm." Purchasing agents and sales executives from a wide area surrounding Toledo were present.

# General Mills' Purchasing Duty Is Rough

**Company's Diversification Philosophy Adds Numerous Problems to Large Buying Operation; Purchasing Executive Must Broaden Vision, Develop High Degree of Managerial Abilities**

**Minneapolis, Minn.**—When a one-industry firm begins to diversify, it hands its purchasing executive one of his roughest assignments.

Patterns and systems must be coordinated or changed, personnel added and trained, departments revamped, and new vendors located and cultivated.

"But most important," C. V. Nelson, director of purchasing for General Mills, Inc., told PURCHASING WEEK, "the purchasing executive must broaden his vision and develop his managerial abilities to a greater degree."

General Mills is still basically in the flour business. But about 10 years ago it began to rapidly expand and diversify until now the company provides essential products and services ranging from foods to electronic machines.

### Has Eight Divisions

Starting its corporate life as the Washburn Crosby Co., General Mills now is organized into eight domestic operating divisions: Mechanical, Chemical, Soybean, Special Commodities, Institutional Products, Feed, Flour, and Grocery Products.

The company also has Canadian, Mexican, and United States subsidiaries. It owns a controlling interest in a small corporation in Pakistan. And aided by a \$10-million research program, General Mills still is expanding.

Discussing the problems that

came with diversification, Nelson, 62, who has been associated with the firm since 1914, said his job today is bigger and more complex.

"Purchasing is buying three times as much in dollar volume as compared with purchases of 10 to 15 years ago" he said. "The cost of materials, generally speaking has doubled and my staff has more than doubled."

### From One Man to Six Men

"For example, some 15 years ago we had one buyer purchasing cartons, shells, containers, premiums, and specialty papers. Now we have one man buying containers, another papers, two buying cartons and shells, and two buying premiums."

"Each man is a trained specialist in his particular field. He is very well informed, technically, because of the highly specialized requirements for our operation. He must know every phase of the manufacturing aspect today."

Nelson said one of the most difficult problems encountered today as compared with ten years ago "is the training of buyers toward specialization." Paralleling this, he said, "is the problem of giving specialists enough varied experience to fit them for positions in purchasing management."

He explained that as the company expanded, purchasing found it necessary to decentralize operations better to coordinate buying activities.

"But then, a great deal of standardization was also necessary," he added, "particularly to enable us to interchange items. Our Quality Control Department has set up exacting specifications, and these must be met in any buying operation, no matter where the location of the buyer."

On this point he said monthly meetings are held with the operating executives to exchange ideas with respect to positions to be taken on various purchasing policies. Also, field buyers visit the home office here at least once a year. Nelson in turn visits field purchasing offices just as frequently.

"Every effort is being made to do more intelligent buying," he explained. "We watch carefully for new developments in packaging. We are scrutinizing the markets very carefully to find the low point and recommend purchases which enhance value."

### Inventories Reduced

"Also, by more careful scheduling of incoming packaging materials and closer cooperation with merchandising, we have been able to reduce inventories considerably. We keep close watch on these inventories."

Transportation is another important area kept under a keen eye by General Mills' purchasers.

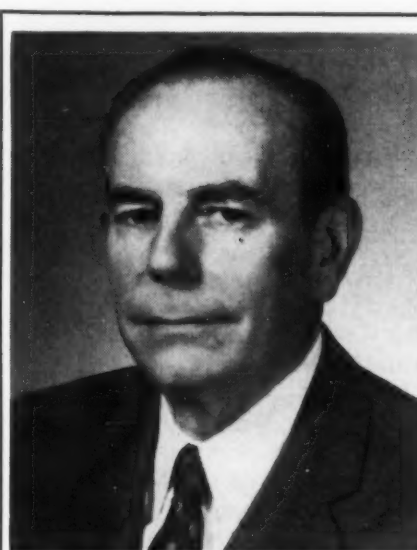
"The greatly increased cost of transportation, in general," Nelson emphasized, "has necessitated the realignment of suppliers in many instances to gain the most favorable rates."

Asked if the company's top management recognizes the importance of the purchasing function, Nelson, who has been the director of purchasing since 1942, said:

"Naturally. Every dollar saved through purchasing efficiencies is recognized as approximately the equivalent of \$10 in gross sales."

### Nashville P.A.'s Organize

**Nashville, Tenn.**—The Nashville purchasing Agents Association has received its charter. The formal presentation was made by C. C. Sisk, vice president of the National Association of Purchasing Agents. Sisk addressed the group at its March meeting.



GEORGE S. FORBES

### N.A.P.A. District Names Forbes Vice President

**Milwaukee**—George S. Forbes, director of purchasing, Century Electric Co., St. Louis, was elected vice president of District 3, National Association of Purchasing Agents at the Spring meeting of the district's national directors in Milwaukee.

Forbes, a member of the Purchasing Agents Association of St. Louis, has been with Century Electric for 17 years.

### Oregon P.A.'s Working For Purchasing Courses

**Portland, Ore.**—The public relations committee of the Purchasing Agents Association of Oregon has worked actively this year with college classes in purchasing and allied subjects at several Oregon schools.

A report by George Loney, chairman, noted that association members have appeared as guest speakers before classes at Lewis & Clark College, University of Oregon School of Business Administration, and at Oregon State College. They also have acted as hosts to purchasing classes on plant tours.

Every purchasing office should have a big dictionary and several smaller ones in convenient places.



C. V. Nelson, director of purchasing, General Mills, Inc.



COMMUNICATIONS NETWORK, installed by American Telephone & Telegraph Co., links Univac Computing Center of Carborundum Co., Niagara Falls with other plants.

## Carborundum Going All-Out for Electronic Paper-Pushing, Cuts Delivery 3 Weeks

Sets Up Univac Computing Center at Niagara Falls; Equipment Leased so That It Can Be Cheaply Replaced

Niagara Falls—Electronic "paper-pushing" at Carborundum Co.'s new Univac Computing Center here has cut product delivery time to customers by as much as three weeks.

Processing of orders, which formerly took a week to ten days, now is on a 24-hour basis. Carborundum, manufacturer of abrasives, refractories, and nuclear reactor materials, also said purchasing agents can expect even more advantages from its "brain machine."

Company president, Gen. Clinton F. Robinson, said "total" paper-work automation is Carborundum's goal. He admitted it will be another five years or more before electronic machines can digest all the paper-work the firm plans to feed them, but he believes Carborundum has made a good start.

### Will Add New Devices

The E.D.P. system, in operation since early last year, has cost the company approximately \$700,000. All the equipment is leased, Robinson said, because the company will add new E.D.P. devices and replace obsolete ones in the future.

The Univac computer and related equipment handle orders for Carborundum's 32,000 stock products from six district sales offices and three manufacturing divisions. It links Niagara Falls headquarters with Atlanta, Ga.; Chicago; Cleveland; Detroit; St. Louis; and West Springfield, Mass. Jersey City will soon be included in the network.

Manufacturing orders, shipping orders, and customer invoices are prepared automatically, and a daily finished goods inventory and open order record are produced.

"To date," Robinson said, "the system has cost us money. We haven't made any money out of it. By Jan. 1, 1959, we expect to be at the break-even point. After that, savings will offset costs, and our system will be on a profitable basis."

Electronic data-processing is not uncommon in industry today, but Carborundum's "total" paper-work automation goal is more extensive than most. The firm plans to let machines do everything from calculating payrolls and handling customer orders to putting out financial reports to stockholders.

Robinson said the system has already ended time-consuming searches to determine if items ordered are in stock, and if so, where.

"Although there may have been hundreds of the item in stock at one or more outlying points," he explained, "if none was readily at hand in Niagara Falls, a production order had to be issued and the customer made to wait two or three weeks while the item was being manufactured."

"Now, a customer order received at one of the sales offices is processed on a punched-tape typewriter, a machine which produces not only the usual typed document but also a record of the information it contains."

"The taped information is immediately transmitted over a communications network directly to the computer center in Niagara Falls where a continuously updated and accurate inventory of every item on hand at every location is kept in a Univac electronic 'memory'."

The system was installed, Robinson said, because the firm found it was producing more pieces of paper than grinding wheels and "the clerks were eating us out of house and home."

He added, however, that no one has been discharged as a result of Carborundum's use of paper-work automation. Those that formerly performed manual tasks were assigned to other jobs in the firm's operations.

## Hitemp Licensed to Make Ceramicite Insulated Wire

Pasadena, Calif.—Hitemp Wires, Inc., Westbury, N. Y., maker of high-temperature wire, cable, and tubing, has signed an exclusive licensing agreement with Consolidated Electrodynamics Corp.

Under the agreement, Hitemp has the right to produce and sell ceramic-coated wire using Ceramicite, a material developed by Consolidated, for a ten-year period on a royalty basis.

## Sweeney Opens Denver Plant

Denver—B. K. Sweeney Mfg. Co., designer and producer of specialized service, maintenance and testing equipment for the aircraft, railroad, marine, trucking, and oil industries, has opened a \$500,000 factory in northeast Denver. The structure, containing 42,000 sq. ft., is the first unit in a planned multi-stage expansion program.

## Chromalloy Gets U. S. Rights For English Processes

White Plains, N. Y.—Chromalloy Corp. has acquired U. S. and Canadian rights to important new metallic diffusion processes and techniques from Metallic Surfaces Research Laboratories, Ltd., of England.

With the new processes and techniques, Chromalloy will enlarge its field of activity to include gaseous diffusion of beryllium, silicon, aluminum, and other elements. Most of the processes are directed toward further overcoming the problems of high temperature oxidation, erosion, corrosion, and wear.

## Satin Surfaces, Inc., Offering Wood Finishing Licenses

Louisville, Ky.—A new machine process imparting a glossy, mar-resistant finish to any kind of wood will be licensed to wood-products manufacturers.

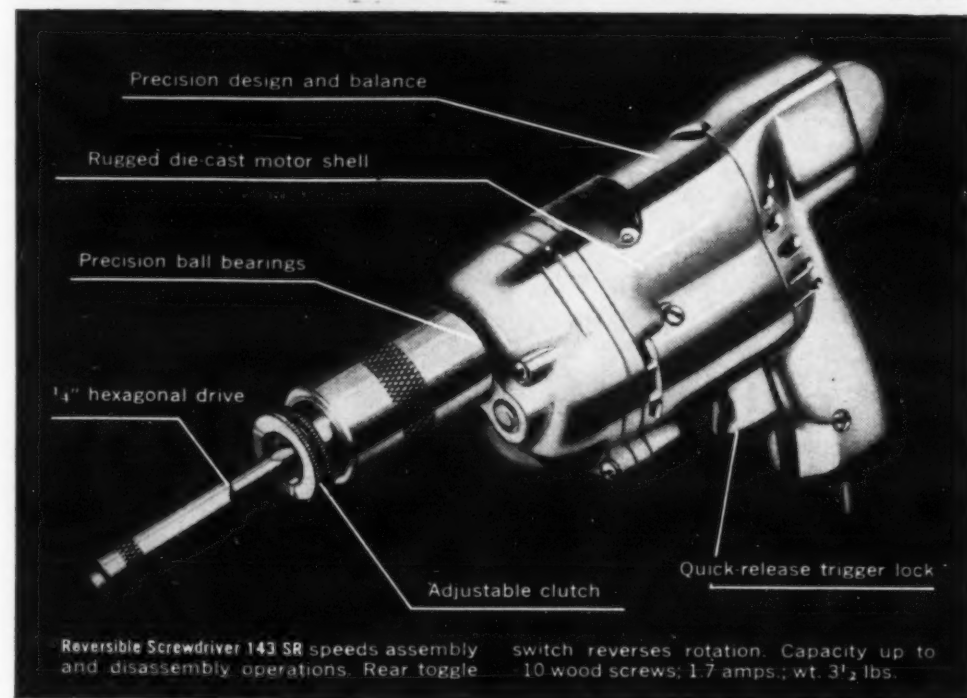
The developers claim the new technique cuts up to 75% of the cost of finishing doors, furniture parts, and other wood products by eliminating hand sanding and sealer and second coatings.

Satin Surfaces, Inc., subsidiary of General Plywood Corp., developed the mechanics of the process and Reichhold Chemicals, Inc., developed the synthetic resin involved. The patented technique, called "Super Microseal" uses pressure and friction to melt lignin, a natural plastic in the wood's surface. This is blended with a synthetic resin to form a 1/24-in. deep surface at the rate of 90 to 120 linear ft. per minute.

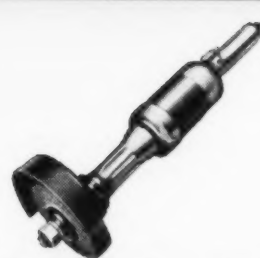
## Shafer Bearing Expands

Milwaukee—Chain Belt Co.'s Shafer Bearing Division has started expansion operations at its Downers Grove, Ill., plant. The new addition includes a general office, machine shop, grinding and heat-treating department and will enable Shafer to expand production of its present line of industrial and aircraft roller bearings.

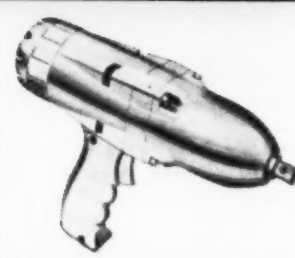
# POWER to boost job efficiency with REMINGTON tools



Flexible Shaft Machine 8 FGP for grinding or sanding has full 360° swiveling pedestal base, 6' shaft, 3-HP motor geared to operate at 4,500 rpm.



Grinder, PG 506S; air-powered; 6" wheel capacity; 6,000 rpm at 90 psi; governor holds even speed; steel motor housing takes rough handling.



Impact Wrench W-120 has reversible AC-DC, 4-amp. motor. Capacity: 1/2"; speed: 1,900 rpm free; 1,400-rpm load. Cuts job time in maintenance.

Powerful, rugged, easy-to-handle—Remington Power Tools help you boost output and ease the tough jobs. They're precision-built for long service and minimum maintenance. Your Remington distributor stocks and services the industry's widest selection of quality power tools and parts.



Heavy Duty 3/4" Drill 384 has high torque; capacity: 3/8" steel, 3/4" wood. Powerful 5-amp., AC-DC motor; ball and needle bearings; net 8 1/2 lbs.



Polisher, 57P; 9" bonnet; free speed 1,400 rpm; load speed 840 rpm; 7-amp., AC-DC motor; 115 or 230 v.; heavy-duty ball bearings.

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**THIS CAN HAPPEN TO YOUR EXPORT SHIPMENT.** To avoid shipboard damage firms are turning to specialty export packers. Operating near major ports, they pack the big and little of U.S. exports.

# Pack It Right To Export It

"American exporters need a good specialty export packer just as much as they need a good banker, a good marine insurance company, and a good freight forwarder." That's the opinion of Carl E. MacDowell, executive vice president of the American Institute of Marine Underwriters.

Your company's top-quality products may fall prey to salt air, dampness in the hold, rough handling during loading, and pilferage. But the biggest damaging factor is the crushing weight of cargo stacked 17 ft. deep—when your case is on the bottom.

Many companies, small and large, are turning to specialty export packers located near major ports. These experts best serve companies that don't export enough to have their own export packaging plant, and companies with

especially large or especially delicate shipments.

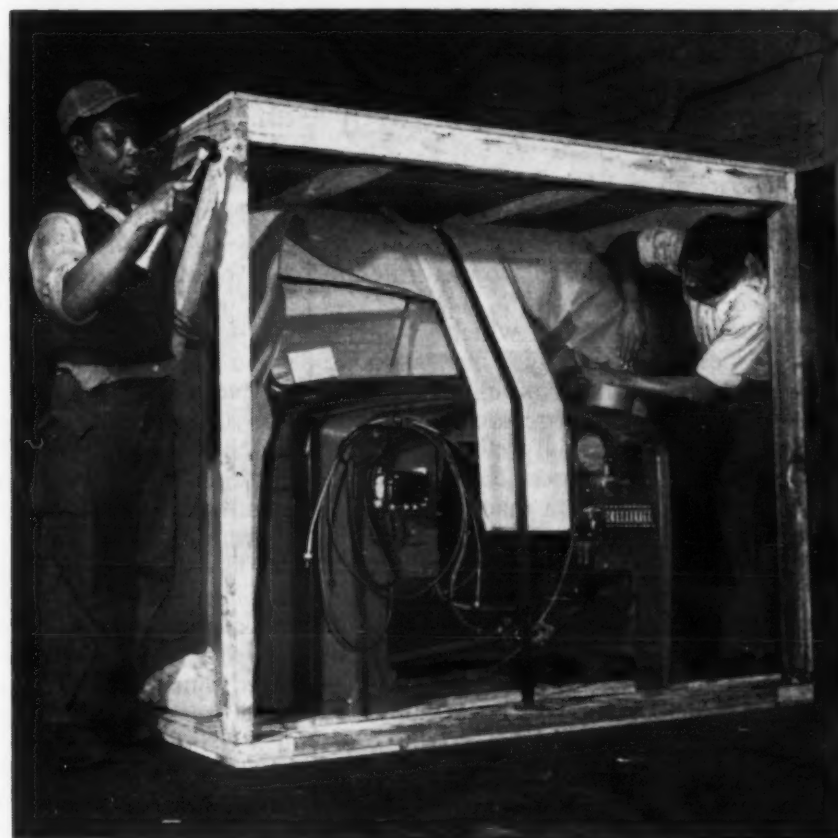
Some packers charge according to value of the goods. Others estimate each job on a basis of weight and size of the finished package.

Manufacturers who frequently use specialty packers' services tell *PURCHASING WEEK* that the experts often do the job for less than it would cost the manufacturer to do it himself. Specialty packers buy materials in wholesale lots and have top-notch packaging engineers to supervise the work.

Another selling point for specialty export packaging: Inland manufacturers can avoid paying overland freight charges on heavy export cases. Goods leave the factory in light domestic packages. At the port the specialty packer takes over, crates the shipment for export, and sees it safely to shipside.



**TOO BIG FOR THE WAREHOUSE,** a 60-ton compressor recently packed by F. Gould (Brooklyn), is lowered to ready-made skids and hoisted back onto the ship.



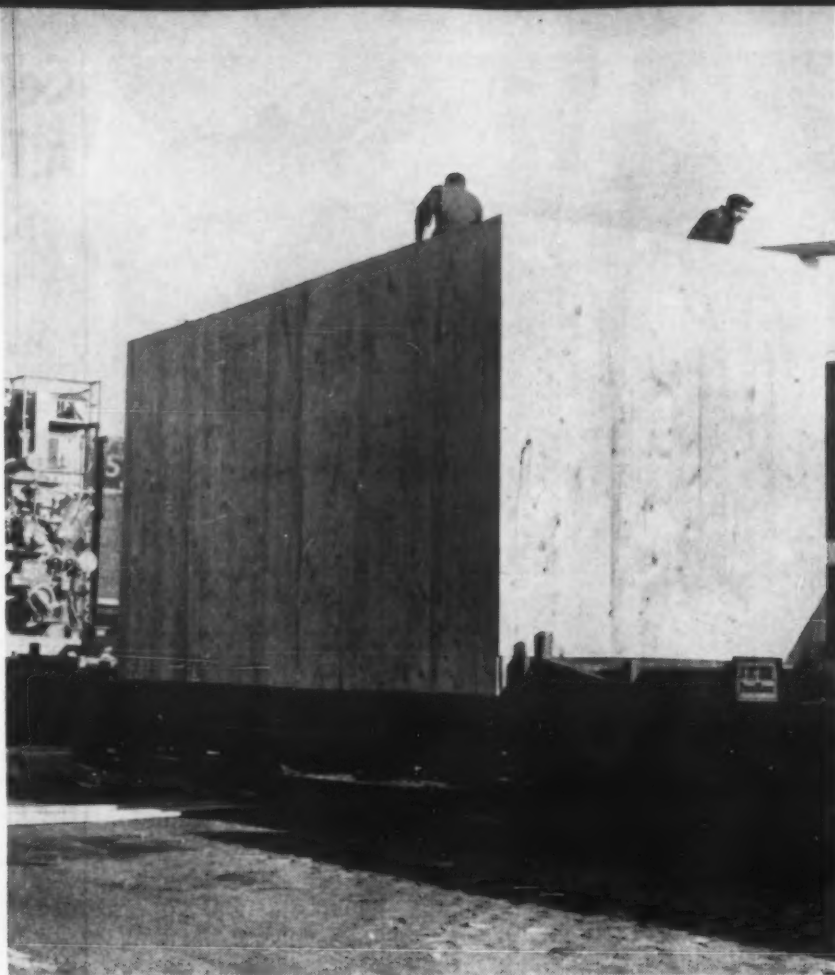
**TRUCK CAB** is padded, covered with waterproof paper, then crated. Gould packs two trucks in space one takes up before dismantling.



**TINY ELECTRONICS PARTS** get same attention given to big-tonnage jobs. Items packed by Gould include aircraft components that can be counted only by microscope.



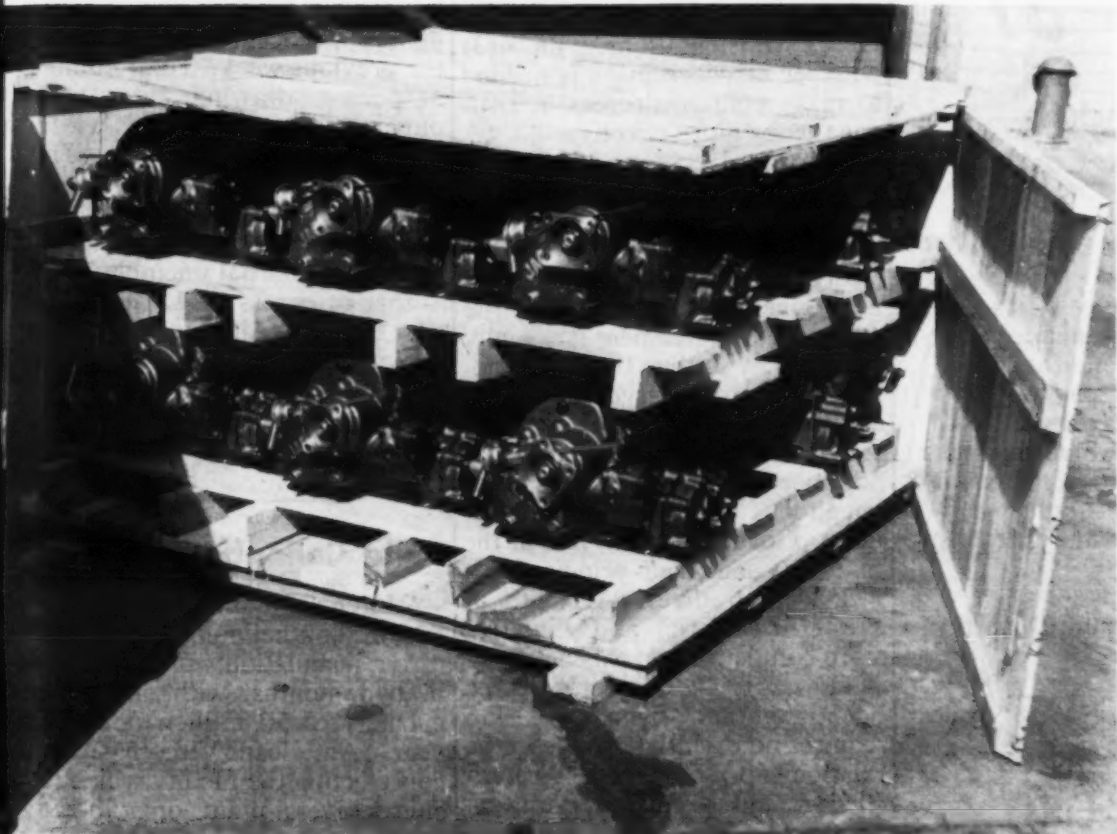
**HEAVY PREFABBED SIDES**, tailor-made in advance to the shipper's specifications, are swung into place by crane.



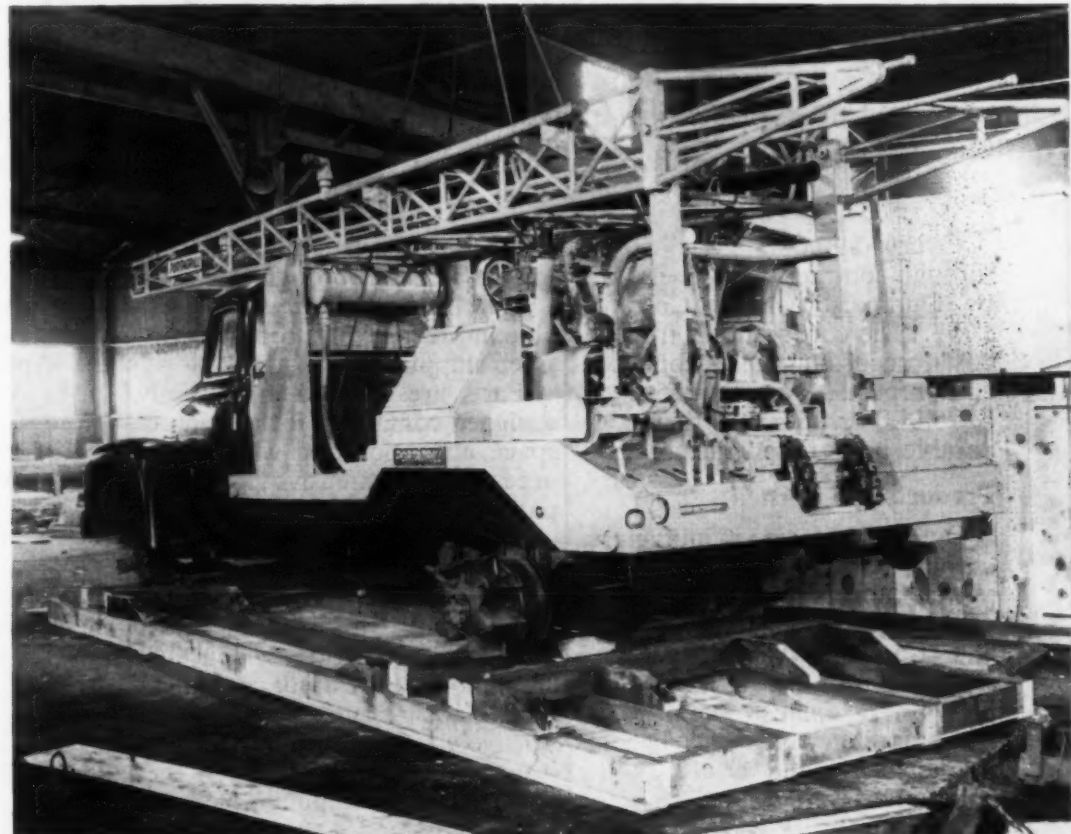
**WORKMEN MOUNT BOXED-IN COMPRESSOR** to add overhead studs. By packing at port Ohio firm saved freight cost of six-ton crate.



**TILTED BARGE** reflects weight of package as Australia-bound unit goes aboard ship.



**MOBILE TRANSMISSIONS** bound for England are cleaned, corrosion-proofed, mounted on metal-like frames. A water-resistant paper covers motors, then wooden top and sides are added.



**PORTABLE DRILL RIG**, headed for Jordan, shown here in first step of packing. Ten-ton truck was packed separately from long boom assembly and drilling pipes.



**PROTECTIVE PACKAGING** starts with wrapping in neutral glassine paper that won't scratch, wear, or chemically affect the part. The next step puts part in foil-lined kraft bag.



**BAG IS HEAT-SEALED** by machine that melts inner plastic coating, bonds all edges of the bag together. Bag is then moisture-proof, meets government specs.



15,000 MILES A MONTH is average distance covered by this 200-hp., 40,000-lb capacity tractor and trailer. It serves Outdoor Marine Corp.'s five divisions and three subsidiaries in U. S. and Canada.

## Trucking Saves Time and Money For Outboard Marine Corp. in '57

On 1,400-Mile Interplant Route Firm Finds Advantages Include Speedier Shipping, Cheaper Containers and Packing, Less Cost

Over \$90,000 was saved through contract truck operations by Outboard Marine Corp. in 1957. The corporation's trucking costs, according to a stockholders' report, were reduced to \$275,000 or 25% less than comparable best freight rates.

### Products Are Listed

Outboard Marine manufactures outboard motors, chain saws, power mowers, and motor scooters in eight plants in this country and Canada. The corporation started contract truck operations in 1947. It replaces common carrier shipping which was becoming unwieldy and costly as the volume of interplant shipping grew. Eight truck tractors and 20 trailers are leased to handle the volume.

The initial trucking route included Milwaukee, Waukegan, Ill., and Galesburg, Ill., an approximate distance of 300 miles. Today the route is almost 1,400 miles reaching from Lamar, Mo. to Peterborough, Ontario.

The trucks traveled 700,000 miles and carried 21,000 tons during the year which ended Sept. 30, 1957. This included everything from engineering drawings to finished outboard motors and lawn mowers.

An example of time saved in the flow of materials and the resulting reduction in inventory investment is seen in the corporation's experience with parts shipped to Outboard of Canada.

Formerly sent by rail from Milwaukee, there was a ferryboat ride across Lake Michigan, delay at rail transfer points, and time lost at port of entry into Canada. It all added up to a total in transit of from five days to two weeks. Parts urgently needed had to be air shipped. With the extension of the truck route to Peterborough, the same shipments reach destination in 17 hours.

Special arrangements permit sealed cargos to pass customs in a matter of minutes. Inspection

is made as the truck is being unloaded at Peterborough.

Outboard also claims considerable indirect savings through contract shipping.

Parts are shipped in specially designed containers for maximum space utilization and without the necessity for extensive protective packing as would be required in common carrier shipments.

In many instances parts can be left in containers at the receiving plant until ready for the next fabricating operation, which cuts handling costs. Empty containers are collapsible and may be inexpensively returned to the shipping plant.

Outboard's equipment includes modern, cab-over-engine sleeper tractors that will accommodate a crew of two drivers, permitting one to sleep in a full-size bunk while the other drives. By having several trailers for each tractor in use, a crew can pull into a plant, unhitch its trailer and hitch onto another trailer loaded in advance.

### Extended Coverage Listed

Extent of coverage by a truck crew can be traced in a typical inter-plant trip. The first stop from Lamar is Galesburg, then Waukegan, north to Peterborough, and back to Waukegan. Now the truck turns around and returns to Peterborough, again back to Waukegan, to Galesburg, and Lamar. A change of trailers has occurred at every stop. If this crew left Monday morning, it would arrive back in Lamar the following Saturday about 8 A.M. The crew covered 3,900 miles.

Outboard Marine's traffic department considers the following cost factors in justifying full-lease costs:

#### Direct Cost

##### Equipment

- Rental of tractors
- Mileage of tractors
- Rental of trailers

##### Fuel

Excess over 20¢ per gal.

allowed by leasing company.

#### Drivers Direct Costs

- Salaries on a mileage basis
- Applicable indirect costs
- Vacation pay
- Social Security
- Unemployment insurance
- Workmen's Compensation Insurance
- Hospital and life insurance
- Incidentals

#### Applicable Traffic Department expenses

## Heating Oil Prices Facing New Cuts

Chicago—The price of heating oil, after firming during the February cold wave, is again being subject to cuts in the midwest. The basic oversupply situation in heavy oils is just too great to be overcome by any short-term turn in the mercury.

The spot cutting which has taken place during the past few weeks is being replaced by official, listed shadings. Standard Oil of Indiana has announced a 1¢ across-the-board cut in its heating oils and related diesel fuel in northern Illinois and the Hammond-Gary sector of Indiana.

The company attributed the cuts directly to the intensive competition which prevails in the lagging market.

Prices for No. 1 and 2 fuel oil now stand at 16.1¢ and 15.1¢ per gal. respectively, for orders under 100 gal. Similar 1¢ reductions have been put into effect for orders involving larger amounts.

## Lukens Plans Alloys

Coatesville, Pa.—Lukens Steel Co. will begin marketing a complete range of alloy, alloy-clad, carbon steel plates and matching electrodes, July 1.

## Celler Seeks Anti-trust Facts; A.T.&T. Settlement Questioned

Democratic Representative Feels Government Failed to Accomplish Proposed Suit Goal

Washington—Rep. Emanuel Celler (D.-N.Y.) is taking aim at the Justice Dept.'s handling of the big monopoly suit filed in 1949 against American Telephone and Telegraph Co. The case was settled out of court in 1956.

Target of hearings underway before Celler's Antitrust Subcommittee is the Justice Dept.'s failure to require A.T.&T. to allow its Bell System operating companies to buy from telephone equipment manufacturers that compete with A.T.&T.'s wholly-owned subsidiary, Western Electric Co.

### To Examine Details

Celler wants to examine "in detail" the negotiations leading up to the settlement of the monopoly suit to see (1) whether the Justice Dept. acted in the public interest, (2) what consultations inside the government took place on dismissing the case because of defense considerations, and (3) whether new legislation is needed to make consent decrees in anti-trust cases more effective.

### Attack Reason Given

Celler's main line of attack so far is what he calls the "wide disparity" between the goal of the government when it first filed the case and the agreement it actually obtained by settling the case.

The main charge originally made in the suit was that A.T.&T. and Western had conspired to monopolize manufacture and sale of telephones and telephone equipment. Government lawyers at the time also said their principal object was to divest A.T.&T. of Western Electric, and thus restore competition in this field.

However, the consent decree negotiated and signed in 1956 requires no essential change in the relationship between Western Electric and A.T.&T., permitting Western Electric to continue as sole supplier for the Bell operating companies. Primary relief obtained by the government in the case is the compulsory licensing of all existing patents free of charge and all future patents at reasonable royalties.

### Information Questioned

In opening the hearings, Celler accused the Justice Dept. of "withholding" information in its files on the case from the subcommittee. He said purpose of the hearings is not to investigate A.T.&T., but to see if consent decree procedures need tightening. Various legislative proposals to restrict use of consent decrees in antitrust cases are pending.

Officials of the companies, including T. Brooke Price, former A.T.&T. vice president; Dr. M. J. Kelly, President Bell Telephone Laboratories, Inc.; and Horace P. Moulton, A.T.&T. general counsel, led off the list of witnesses. Moulton said divorcement of Western Electric would have "destroyed the Bell System organization and . . . have done most serious damage to the public interest."

Meetings with Justice Dept. representatives and the company began early in 1954 on a possible settlement; not until Decem-

ber 1955, he said, did the government indicate it was willing to negotiate a settlement without requiring divestiture of Western Electric. The settlement, signed in January 1956, puts "unprecedented restrictions" on A.T.&T., Moulton testified. He defended the terms of the decree, saying "the negotiations . . . exacted from us much more than we wished to give."

## Jobless Total Drops in Nation

Washington—The number of new applicants for state unemployment compensation dropped slightly again during the week ended March 22.

The Labor Department said initial claims for the week totaled 404,500, a decline of 6,000 from the previous week. Total number of persons drawing state unemployment compensation as of March 15 was 3,264,100. This was a drop of 10,000 from week before.

Five major areas now report having substantial unemployment—that in excess of 12%. These are Detroit, Altoona, Scranton, Providence, Wilkes-Barre, and Hazelton. Of the 149 areas covered, 70 show a labor surplus of 6% or more.

## Build Cellophane Plant

Marcus Hook, Pa.—A new \$35 million cellophane manufacturing installation will open within two months, with an annual capacity of 50 million pounds a year. American Viscose Co. is constructing the facility which includes several plants on a 50-acre site here.

## Carroll Named Head Of South Jersey P. A.'s

Camden, N. J.—J. J. Carroll, director of purchases for Warren Webster Co., Camden, was elected president of the South Jersey Purchasing Agents association, succeeding Fred T. Wilkin-son of RCA.

The group will tour the National Seaboard Container Corp., Bristol, Pa. April 15.



"I had to hire a librarian to keep abreast—"

# Meetings You May Want to Attend

## First Listing

**American Welding Society**—Annual Exhibit, Kiel Auditorium, St. Louis, April 15-17.

**Metal Powder Association**—14th Annual Meeting, Sheraton Hotel, Philadelphia, April 21-23.

**American Steel Warehouse Association**—Annual Convention, Riviera Hotel, Las Vegas, Nev., May 11-14.

**National Retail Lumber Dealers Association**—5th Annual Building Products Exposition, International Amphitheatre, Chicago, Nov. 22-25.

## Previously Listed

### APRIL

**Society of Automotive Engineers**—National Aeronautic Meeting, Aeronautic Production Forum, and Aircraft Engineering Display, Hotel Commodore, New York, April 8-11.

**Purchasing Agents Association of Buffalo**—Annual Salesmen's Night Banquet, Kleinhans Music Hall, Buffalo, April 9.

**Purchasing Agents Association of North Jersey**—First Annual Purchasing-Sales Dinner, Essex House Hotel, Newark, N. J., April 9.

**Aeronautical Training Society**—Annual Meeting, Mayflower Hotel, Washington, D. C., April 10-11.

**American Zinc Institute**—40th Annual Meeting, Chase and Park Plaza Hotels, St. Louis, April 14-15.

**American Society of Mechanical Engineers, Machine Design Division**—Design Conference and Engineering Show, International Amphitheatre, Chicago, April 14-17.

**American Welding Society**—Annual Meeting and 6th Welding Show, Statler Hotel, St. Louis, April 14-18.

**National Petroleum Association**—Semiannual Meeting, Hotel Cleveland, Cleveland, April 16-18.

**Association of Iron and Steel Engineers**—Spring Conference, Dinkler-Tutwiler Hotel, Birmingham, Ala., April 21-23.

**Architectural Metal Manufacturers**—20th Annual Convention, Shamrock Hilton Hotel, Houston, April 27-May 2.

**National Tank Truck Carriers**—10th Annual Convention, Boca Raton Hotel and Club, Boca Raton, Fla., April 27-May 2.

**National Screw Machine Products Association**—25th Anniversary Meeting, Drake Hotel, Chicago, April 30-May 3.

### MAY

**American Society of Tool Engineers**—Tool Show

and 26th Annual Convention, Convention Center, Philadelphia, May 1-8.

**British Columbia International Trade Fair**—Vancouver, B. C., May 1-10.

**National Tool & Die Manufacturers Association**—Spring Meeting, Statler Hotel, Washington, D. C., May 3-6.

**Air Conditioning and Refrigeration Institute**—Annual Meeting, The Homestead, Hot Springs, Va., May 4-7.

**National Welding Supply Association**—14th Annual Convention, The Americana, Miami Beach, Fla., May 5-7.

**American Mining Congress**—Coal Convention, Cincinnati, Ohio, May 5-7.

**American Public Power Association**—Annual Meeting, New Orleans, May 6-8.

**Western Air Conditioning Industries Association**—Western Air Conditioning, Heating, Ventilating and Refrigeration Exhibit and Conference, Shrine Exposition Hall, Los Angeles, May 7-11.

**United States World Trade Fair**—2nd Annual Exposition, Coliseum, New York, May 7-17.

**American Material Handling Society**—Western Material Handling Show, Great Western Exhibit Center, Los Angeles, May 8-10.

**National Association of Purchasing Agents**—Annual Convention, Conrad Hilton Hotel, Chicago, May 11-14.

**American Society for Metals**—Southwestern Metal Exposition and Congress, State Fair Park, Dallas, May 12-16.

**Electronics Parts Distributors Show**—Conrad Hilton Hotel, Chicago, May 19-21.

**American Foundrymen's Society**—62nd Annual Convention and Exhibition, Public Auditorium, Cleveland, May 19-23.

**American Iron and Steel Institute**—Annual Meeting, Waldorf-Astoria Hotel, New York, May 21-22.

**American Management Association**—National Packaging Exposition, Coliseum, New York, May 26-30.

**Triple Industrial Supply Convention**—Waldorf-Astoria Hotel, New York, May 26-28.

### JUNE

**National Industrial Advertisers Association**—Annual Convention, Chase and Park Plaza Hotels, St. Louis, June 3-6.

**Canadian Association of Purchasing Agents**—33rd Annual Conference, Queen Elizabeth Hotel, Montreal, Quebec, June 8-10.

**Edison Electric Institute**—26th Annual Convention, Convention Hall, Boston, June 9-12.

**National Materials Handling Exposition**—Public Auditorium, Cleveland, June 9-12.

**22nd National Oil Heat and Air Conditioning Exposition**—Coliseum, New York, June 9-12.

**National Association of Electrical Distributors**—50th Annual Convention, Civic Auditorium, San Francisco, June 9-13.

**International Automation Exposition and Congress**—Coliseum, New York, June 9-13.

**Oil Heat Institute of America**—Annual Convention, Park Sheraton and Barbizon Plaza Hotels, New York, June 10-12.

**American Society of Mechanical Engineers**—Semi-Annual Meeting, Statler Hotel, Detroit, June 15-19.

**American Association of Cost Engineers**—Annual Meeting in cooperation with Case Institute of Technology, Cleveland, June 16-18.

**American Society for Testing Materials**—Annual Meeting, Statler and Sheraton Plaza Hotels, Boston, June 22-27.

**American Institute of Electrical Engineers**—Summer General Meeting, Buffalo, N. Y., June 22-27.

**Purchasing Agents Association of Hawaii**—Hawaii Mid-Pacific Purchasing Seminar, Hawaiian Village Hotel, Honolulu, June 23-25.

**American Marketing Association**—Annual Convention, Harvard School of Business Administration, Boston, June 24-26.

**National Association of Plumbing Contractors**—National Plumbing Heating-Cooling Exposition, Pan Pacific Auditorium, Los Angeles, June 30-July 3.

### SEPTEMBER

**National Petroleum Association**—56th Annual Meeting, Traymore Hotel, Atlantic City, Sept. 10-12.

**Steel Founders' Society of America**—Fall Meeting, The Homestead, Hot Springs, Va., Sept. 22-23.

**Association of Iron and Steel Engineers**—Annual Meeting, Public Auditorium, Cleveland, Sept. 23-26.

### OCTOBER

**National Institute of Governmental Purchasing**—13th Annual Conference and Product Exhibit, Hotel Statler, Boston, Oct. 5-8.

**Gray Iron Founders' Society**—Annual Meeting, Sheraton Park Hotel, Washington, D. C., Oct. 8-10.

**National Association of Purchasing Agents**—6th District Purchasing Conference, Sheraton-Mayflower Hotel, Akron, Ohio, Oct. 10-12.

**National Electronics Conference**—Hotel Sherman, Chicago, Oct. 13-15.

**Purchasing Agents of Central Iowa**—Products Show, Veterans Memorial Auditorium, Des Moines, Oct. 15-16.

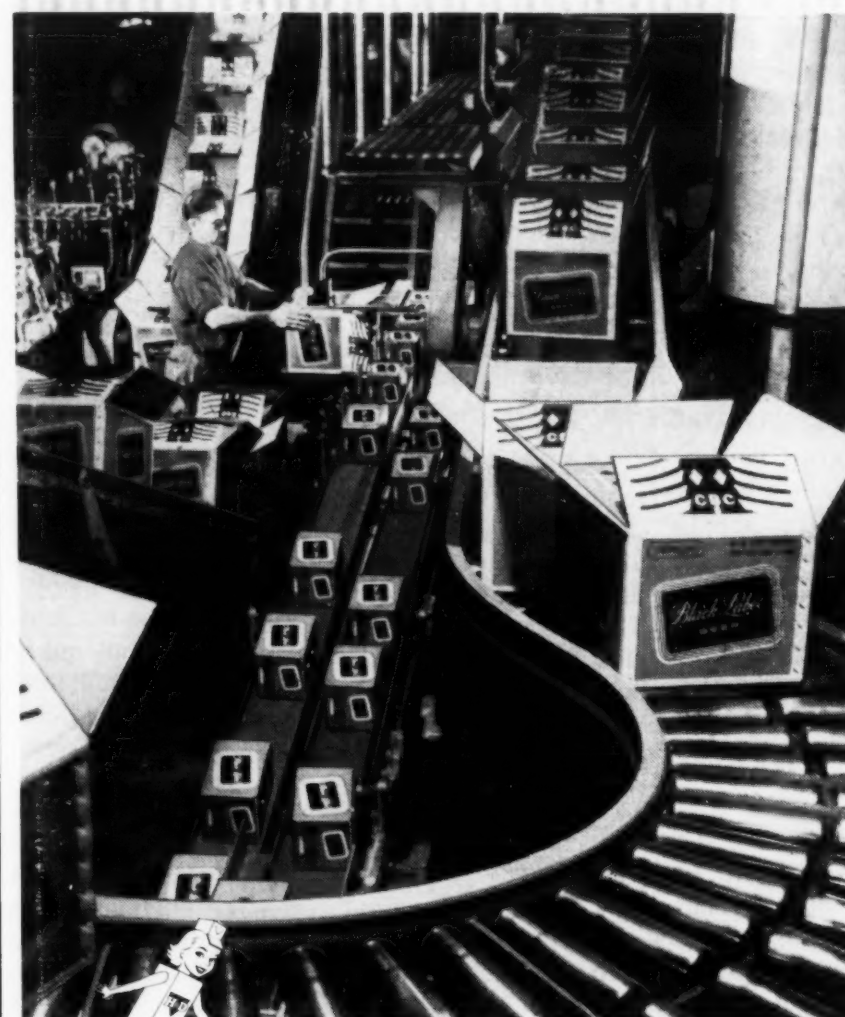
**Foundry Equipment Manufacturers Association**—Annual Meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., Oct. 16-18.

**Conveyor Equipment Manufacturers Association**—Annual Meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., Oct. 18-21.

## List Your Meetings

Associations, societies, and committees interested in calling the attention of readers of **Purchasing Week** to their meetings are welcome to use this column. The gathering should be one of interest to purchasing agents. There is no charge.

Send announcements to: **Meetings Calendar, Purchasing Week**, 330 West 42nd Street, New York 36, N. Y.



## 510 beers a minute...

Made for automatic packaging, H & D corrugated boxes meet exacting requirements of Carling's high-speed can line. Sharp, clean printing provides strong identification. Better see H & D.

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ask for the antiozonant protection that outlasts the tread.

**Ask for UOP 88® and UOP 288®**

Built-in chemical barrier to ozone damage for rubber goods. For samples to test in your own formulations, or our recommendations for use in synthetic or natural stocks, write:

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42 INDIVIDUAL SAVINGS ITEMS listed on Convair's 1957 chart total \$529,600. Other savings were not entirely credited to Purchasing. Some years list is much longer.



BIGGEST SAVINGS IN 1957 were made by these buyers: H. B. Garland, left, and R. J. Hutto, right. Here they receive certificates of recognition from Charles R. Schuler.

# Savings Don't Happen; They're Caused

That's the Belief of C. R. Schuler, Convair P.A. at Fort Worth, Whose Staff Saves Company a Million a Year; College-Educated Buyers, Non-Monetary Incentives, and Constant 'Hammering' Contribute to Plan

One buyer made a cost saving of \$1,200,000, another of \$77,000, and another of \$57,000. All over a year or more. For each of the past three years the purchasing department has saved between \$500,000 and \$1-million.

This the word from Convair in Fort Worth, Texas.

These are not 'blue sky' savings. These are real, proved savings that have been critically reviewed by no-nonsense Purchasing Agent C. R. Schuler—and in many cases, by others.

Convair is a subsidiary of General Dynamics Corp., a company widely credited with one of the smartest management's in the country. The record of the purchasing department at Convair-Fort Worth reflects this reputation.

Schuler believes that cost savings, like accidents, just don't happen—they are caused. He has suited this philosophy to action in a plan that produces savings, and more savings.

## Buyers Are College Men

Convair's plan has some distinctive features. All buyers are college graduates, buyer salary scale is pegged very high, and non-monetary buyer incentive is used. Weekly hour-long buyer meetings are held with one purpose, to hammer home the idea of cost savings. In these meetings cost reduction principles are reviewed and repeated, ideas are thrashed out, plans are formed, and efforts are encouraged. Claimed cost savings are also scrutinized at these meetings.

Successful cost saving efforts are described at the meetings, and possible methods of future sav-

ings are discussed. "The old hands have heard some of these suggestions many times," Schuler says, "but it serves as a constant reminder."

Last year, Schuler's program resulted in savings of \$529,000. In 1956, savings were \$885,000, and in 1955, \$927,000. Schuler cites two reasons for decline in savings.

First reason is that during recent defense cut-backs, Schuler lost 40 people from his department. He now has 35 buyers where he used to have 50. This means that remaining buyers do not have as much time now to work on cost cutting as previously.

Much time and effort is often required of buyers to make cost savings. Says Schuler, "In order to make sizable savings today a buyer must go out of his way. This doesn't mean just getting bids from two or three sources but from as many as possible."

A second reason given for decline in total cost savings is Convair buyers have, "trimmed off all obvious fat and are now having to get down to bone."

Salaries of separated personnel were not included in savings made by the department, nor were savings on reorders.

Convair's success story is one of right men and right methods.

Schuler has brought into his department buyers of high calibre and offered them high rewards. "We have endeavored to bring into purchasing something never done before," Schuler says. "We have elevated the salaries of our personnel to attract better men. Our buyers all have college degrees."

Formerly, Schuler rotated buy-

ers so they would have experience with all types of purchasing, but he found, "They never became as aware of all problems as is possible when a man is an expert in one field." Now he encourages them to become specialists. "By constant association, various items become fixed in mind, and this increases the alertness of the man buying."

Schuler, having the right men, has given them a definite program with incentives and goals. When a visitor walks into Schuler's office, he is struck by a large Buyers Savings chart prominently displayed. This chart is significant. It offers graphic proof of the cost consciousness that pervades the department, and it demonstrates buyer incentive.

## They All Add Up

The notations on the chart are brief but impressive—J. T. Hilliard, oscillators, \$77,258.65; B. Conley, GSE equipment, \$57,563.44. Some of the scores of items listed amount to only \$4 or \$400, but they add up to the considerable annual savings already described.

"Having his name listed on this chart is the only reward the buyer has for his achievement," Schuler says, "—that and the satisfaction of knowing that his efforts have helped the American taxpayer."

Schuler does not try to classify types of savings on his chart. "Too many overlap or are combinations of methods," he says.

Schuler, however, describes the most important cost saving methods as follows:

1. Finding similar or equivalent items at lower cost but equal quality.

2. Inducing firms to take on jobs entirely foreign to them.

3. Getting someone to use something already on hand.

4. Negotiating. ("Savings achieved this way are so hard to put in dollars and cents that I don't try to count them.")

5. Stimulating competition.

6. Finding new methods.

7. Finding material substitutes.

When a buyer effects a saving, he describes it in a detailed memo to Schuler. If Schuler approves it as a legitimate saving, he enters it on the chart.

The largest individual saving ever made by one of Schuler's buyers came in 1953. It required almost a year of effort on the part of the buyer. By working with the manufacturer, the buyer improved an oxygen regulator so that it would go hundreds of hours before repairing, compared with 10 to 12 hours previously. Schuler credited the buyer with a \$1,200,000 saving.

Not all savings are as spectacular. The following case histories of savings show various approaches to cost problems.

**Similar or equivalent item**—Paul Logan, buyer in charge of raw materials, says one of the best examples in this category involves industrial carpeting used in the planes. Carpeting originally consisted of a foam rubber pad plus adhesive plus embossed carpeting. The vendor could supply it only in 36- by 96-in. strips, and the best price he could achieve with his equipment was \$1.67 per sq. ft.

Logan found another manufacturer who had the equipment to turn out the carpeting in continu-

ous rolls and interested him in turning out this type of carpeting. Logan also suggested substituting rubberized felt for the foam rubber backing. This was done, and was satisfactory. In some respects substitute was superior. The new type of carpeting was supplied at 48¢ per sq. ft. Annual savings amounted to about \$80,000.

**New job for vendor**—Schuler says that one of the most dramatic examples in this category was in the case of an adhesive bonding tape which was made by only one company. "It cost \$1.33 per sq. ft., and we fought shortages through the life of the B-36."

## Working With Supplier Pays

Schuler thought of Goodrich Rubber Co. as a possible supplier because, "we knew they glued linings to brake shoes." He interested Goodrich, then worked with them on using their own formula, plus one that Convair owned, and came up with an equivalent product at 24¢ per sq. ft. "Since we used \$500,000 to \$750,000 worth annually on the original basis, this amounted to a considerable saving."

**Material substitute**—Purchasing received a request for six valves made of high carbon steel. All sources contacted said carbon steel valves would involve a special order and would cost \$60 per valve, but they could be supplied in stainless steel at \$16.

Convair's buyer returned the order to inventory control requesting that stainless steel valves be accepted. The order came back to the buyer saying stainless was not acceptable. The buyer then pulled prints on the unit and noted it was designated

the valves be "part number or equivalent." The engineer was contacted and he advised stainless was acceptable. The buyer thus had his release and changed from high carbon steel to stainless, saving \$730.88.

The material substitute of which Schuler is proudest and for which he himself was responsible was the change from cast aluminum plate to rolled aluminum prime plate.

#### Secondary Materials Ruin Job

Cast aluminum plate, made from secondary materials, was frequently found to contain nuts, bolts, ball bearings—and once even a glove. These foreign elements would frequently turn up after 300 to 400 hours tooling had been expended on a piece. At \$5.75 per hour shop time, a loss of thousands was often involved.

Schuler originally considered going to rolled 3-in.-thick magnesium. Then he thought of having prime aluminum plate rolled to this thickness and found a producer who could supply it at 20¢ a lb. less than cast plate. The first order was for 60,000 lb.

"Now," says Schuler, "use of prime plate instead of cast plate is almost universal in aircraft plants."

Convair-Fort Worth uses other lines of attack on costs. Schuler says one of his most effective methods of saving is to give three to five competent sources an estimate of yearly usage on several items and let them quote on the whole order.

#### On Call Purchase Order Set

An "on call" purchase order is then issued on a yearly basis so that purchasing has only to call in the order and let the vendor invoice it. This saves writing a purchase order and receiving order. "We save around 6,000 purchase orders annually at \$25 per order," says Schuler, "and we also get the maximum discount."

Schuler has also saved \$5,000 annually by eliminating separate orders to the Superintendent of Documents. He did this by opening a special account.

Another saving comes to \$2,400 as a result of setting up a typing pool for the purchasing department eliminating 11 typists.

Schuler cautions that buyers should not become discouraged when some savings efforts are not successful. Not even at high-geared Convair-Fort Worth do they all pay off.

Paul Logan worked for three years on a synthetic which could be substituted for wool trim cloth at one-third the price. In many respects the synthetic was far superior to the wool, but it proved to be impossible to match colors from roll to roll. "We ended up with a crazy quilt," Logan said; "so we finally had to abandon the idea."

Two big factors holding down sale of electric appliances are: 1. The wiring in most houses is inadequate to serve more. 2. Many apartment and small home residents have no space in which to put them.

#### Rising Taxes Hurt Growth, U. S. Steel Report Says

New York—U. S. Steel Corp., in its 1957 annual report released recently declared that rising personal and corporate income taxes are seriously endangering individual incentive and job-providing industrial growth.

"Taxing the more skilled and the more productive at ever increasing rates," the report stated, "undermines both their incentive and ability to provide the venture capital on which new jobs depend."

Board Chairman Roger M. Blough said 1957, taken as a

whole, was a "good" year for U. S. Steel, despite lower operating rates in the latter quarters.

#### West Virginia Buys Fulton Bag Concern

New York—Fulton Bag & Products Co., New Orleans, has been purchased for cash by West Virginia Pulp & Paper Co.

David L. Luke, president of West Virginia, said the present management of Fulton Bag will continue to direct its operation, and no changes in the operation or sales organization are contemplated.

#### Lukens Steel Manages To Roll Four Alloys

Coatesville, Pa.—Lukens Steel Co. announces it has successfully rolled in clad plate form four highly corrosion-resistant alloys.

The four new cladding materials—Hastelloy B, Hastelloy F, Hastelloy C, and titanium—are available on an experimental-order basis.

#### Spiegel Reduces Prices

Chicago—Spiegel Inc., a mail order firm, is reducing prices an average of 15%. Its new anniversary sale book catalog includes

cuts on appliances, furniture and many soft goods items.

#### Brownie Movie Cameras Undergo Price Reduction

Rochester, N. Y.—Increased demand, which in turn has led to upped output and production efficiencies, has enabled the Eastman Kodak Co. to lower the tags on its Brownie movie cameras.

The price of the F-2.3 has been cut by \$8.80 to \$29.95. The faster F-1.9 now lists for \$39.75, down from \$49.75. The turret or triple lens model has been reduced to \$74.50 from \$84.75.

#### WAGNER SINGLEPHASE MOTORS

**This two-in-one motor is your best choice FOR HARD-TO-START LOADS**



**The Wagner Heavy Duty Type RA Repulsion-Start Induction Motor offers:**

- HIGH STARTING TORQUE
- LOW STARTING CURRENT
- HIGH OPERATING SPEED
- FLAT EFFICIENCY CURVE

The Wagner Type RA is the work horse of the singlephase motor field. It combines high starting torque for quick, easy starts with low starting current and minimum light flicker. It has a constant high operating speed, even under overload, and a flat efficiency curve over a wide operating range.

You practically eliminate service problems when you power tough singlephase applications with Wagner RA Motors. They have unmatched ability to start high inertia or heavy friction loads repeatedly and they give many years of unflinching service.

Let a Wagner Sales Engineer show you how these motors can be applied to your needs. Call the nearest branch office, or write for Bulletin MU-220.

H. P.	OLD FRAME SIZE	PRESENT FRAME SIZE
1	203	182
1½	204	184
2	224	213
3	225	215
5	254	254U

**Integral ratings, 1-5 hp are available in the latest NEMA Frame Sizes**

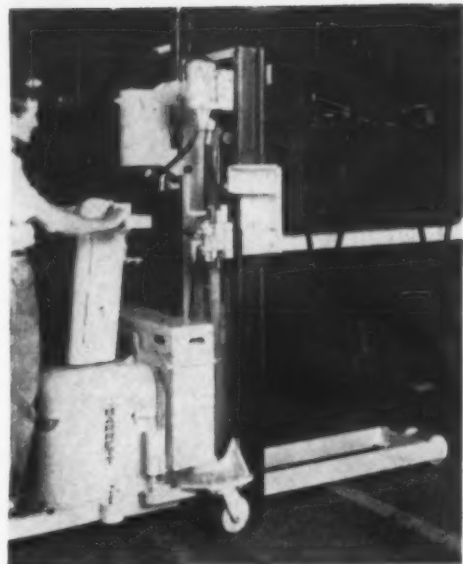
4 pole (1750 RPM, 60 cycle and 1450 RPM, 50 cycle) ratings are interchangeable in mounting dimensions with capacitor start motors of the same ratings.



BRANCHES AND DISTRIBUTORS IN ALL PRINCIPAL CITIES

**Wagner Electric Corporation**  
6416 Plymouth Ave., St. Louis 14, Mo., U.S.A.

ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES • AUTOMOTIVE BRAKE SYSTEMS—AIR AND HYDRAULIC



### Platform Truck

#### Is Electric Powered

Riding Model PO-40 platform truck is a compact, maneuverable unit for moving and storing skids, boxes, or any load that can be carried on a platform. Design permits a short turning radius and free steering. Conventional handle of walkie unit is replaced by a non-slip platform on which operator stands. Electrically performed operations are controlled by push-buttons located at the operators fingers as he stands on platform.

Price: from \$2,595 to \$3,495. Delivery: 4 to 6 wk.

Barrett-Cravens Co., 628 Dundee Rd., Northbrook, Ill. (4/7/58)



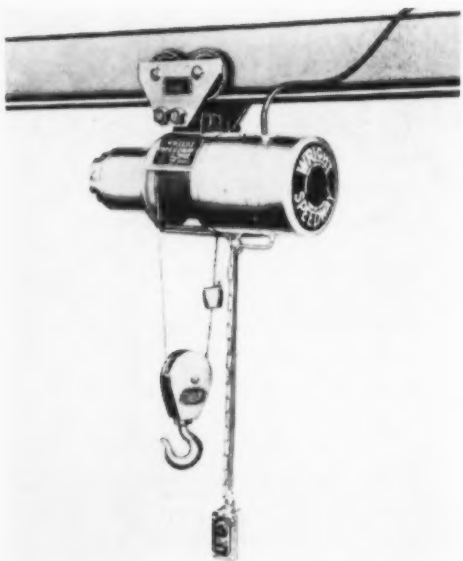
### Plug-In Limit Switch

#### Provides Wide Flexibility

Oil-tight plug-in limit switch is designed for easy installation. Base receptacle can be mounted and wired without disassembly. Plug-in switch mechanism is reversible, and can be plugged in with the roller arm at either top or bottom. Receptacle can be mounted on its base on either side, with conduit opening at top or bottom. Combined with the reversible plug-in unit, this provides six different mounting arrangements. In addition, switch action can be reversed by screwdriver adjustment.

Price: \$16. Delivery: immediate.

Square D Co., 4041 North Richards St., Milwaukee 12, Wis. (4/7/58)



### Electric Hoists

#### With Balanced Design

Hoists are equipped with a solenoid motor brake. They are available in four types: lug suspension, plain trolley, geared trolley, and motor-driven trolley in all styles including long lift, close headroom and 4-part reeved. They range from 500 to 4,000 lb. Motors are designed for any 30-minute duty cycle in single and two-speed models. All gears are of stub-tooth 20-deg. angle involute gear profile type.

Price: \$390 (500 lb. capacity lug suspension) to \$1,560 (4,000 lb. capacity motorized trolley). Delivery: 7 days.

Wright Hoist Div., American Chain & Cable Co., Inc., York, Pa. (4/7/58)



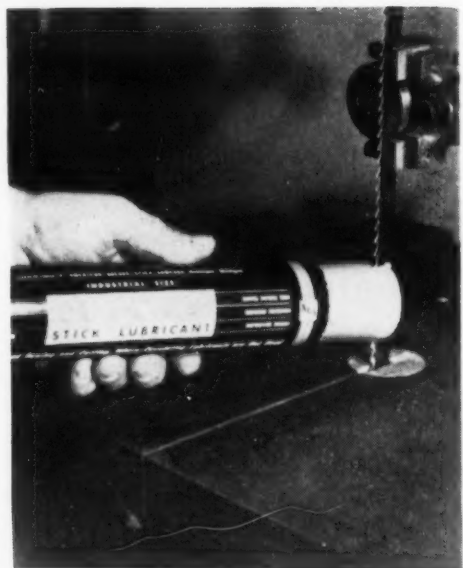
### Sonic Sifter

#### Separates Down To 30 Microns

Novo sonic sifter can separate particles of 1/2 in. in dia. and larger to as fine as 30 microns (425 mesh). In the Novo screen, the eight square boxes contain electro magnets which create a violent vibratory action on the screen mesh beneath. Through harmonics the basic oscillation of 120 cps. is often built up to more than 6,000 cps.

Price: \$3,000 to \$50,000 (depending on type of installation). Delivery: from immediate depending on complexity of installation.

United Specialties Co. of Illinois, Industrial Enterprises, Inc., 9705 Cottage Grove Ave., Chicago 28, Ill. (4/7/58)



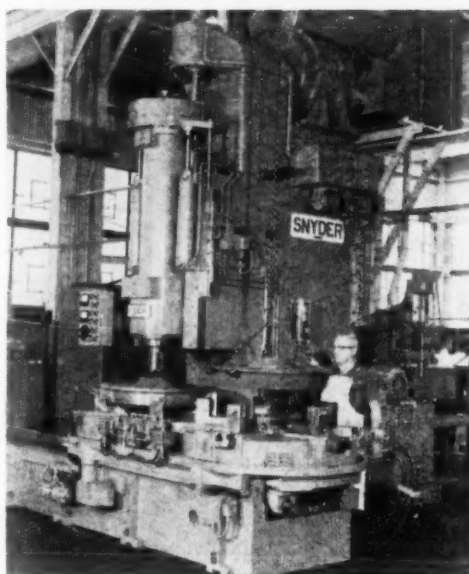
### Stainless Stick Lubricant

#### Lubricates Cutting Tools

Cut-Ease prevents damage to and increases the life of cutting tools. It is used for smooth, fast, cool cutting, drilling, sawing, tapping, and reaming with either power or hand tools. Cut-ease is applied like a crayon directly to the cutting edge of the tool. Upon application it changes from a solid to a thin, adhesive coating, having lubricating and film strength properties which protect the cutting edge of the tool from injury due to overheating and scoring.

Price: \$12 per dozen. Delivery: immediate.

American Grease Stick Co., Muskegon, Mich. (4/7/58)



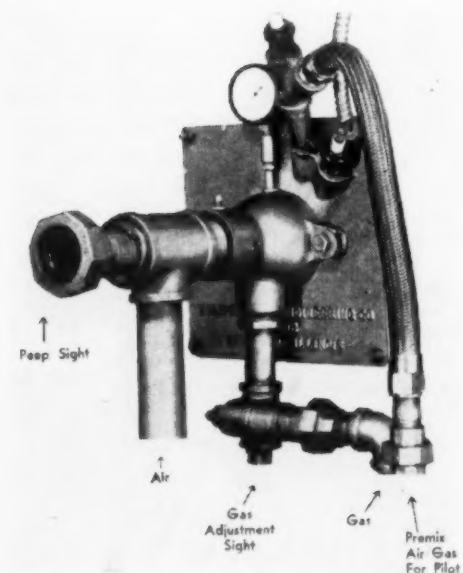
### Vertical Boring Machine

#### Handles Heavy Parts

Vertical boring machine uses low-production automation techniques to speed production of heavy parts. Parts weighing up to 700 lb. are loaded into two-position, line-index type fixture while another is being bored. Spindle of machine is powered by motor provided with variable speed drive to accommodate a variety of bores. Hydraulically-operated five-jaw chucks permit holding of parts of different diameter.

Price: \$75,000 to \$125,000 (depending on controls and flexibility features provided). Delivery: 6 mo.

Snyder Tool & Engr. Co., 3400 E. Lafayette Ave., Detroit 7, Mich. (4/7/58)



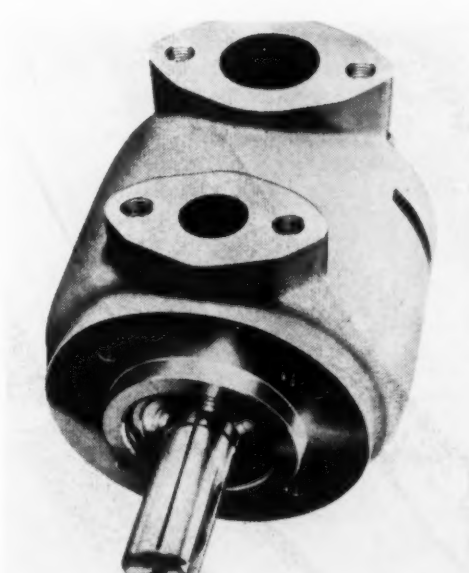
### Gas Burners

#### For Furnace and Oven Use

Three sizes of tempered-air gas burners are available for optional use of excess air to provide wide range temperature and atmosphere control in furnaces and ovens. The No. 2 burner has a 300,000 Btu output, No. 3 burner a 750,000 Btu output, and No. 4 burner has a 1.2-million Btu output. Typical applications include production of oxidizing atmospheres, cycle annealing, and low-temperature, high velocity heating.

Price: about \$40 (No. 2), about \$60 (No. 3), about \$95 (No. 4). Delivery: 2 wk. (Nos. 2&3), 4 wk. (No. 4).

Eclipse Fuel Engr. Co., 1100 Buchanan St., Rockford, Ill. (4/7/58)



### Balanced-Vane Pump

#### For 2,000-Psi. Hydraulic Service

Pumps are based on a design that leaves the vanes open to pressure on the pressure stroke, and to suction on the suction stroke. Series of pumps was developed for trucks, earthmoving equipment, and industrial machinery. Models capable of supplying up to 100 gpm. at speeds up to 1,800 rpm. are produced. They are available with either clockwise or counter-clockwise shaft rotation. Pump may be face, foot, or flange-mounted in any of four positions.

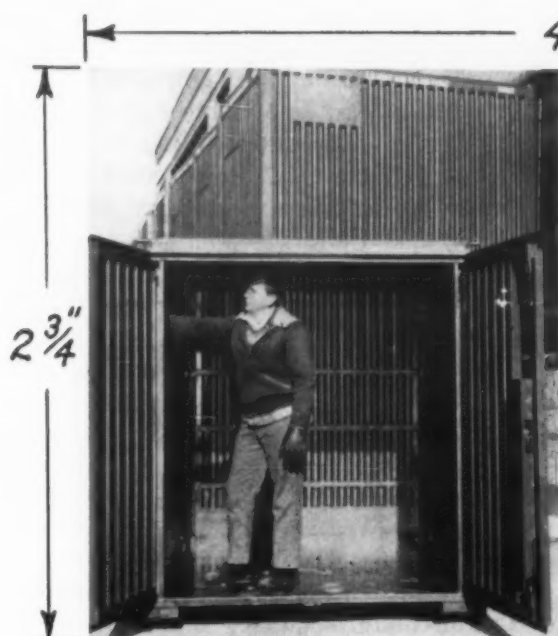
Price: \$203 to \$391. Delivery: 4 to 6 wk.

Denison Engr. Div., American Brake Shoe Co., Columbus, Ohio (4/7/58)

# New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.

*Picture  
aids  
product  
recognition*



## Metal Shipping Containers

### Completely Weather-Proofed

Reusable shipping containers can be used in the handling, storage, and shipment of freight. They have a capacity of 295 cu. ft. and measure 8 ft. 6 in. by 6 ft. 3 in. by 6 ft. 10½ in. Containers can carry safely nearly 15,000 lb. for commercial use. Once a container is packed, man-high end doors are locked to protect the contents against theft. Simplicity and speed in handling loaded containers is demonstrated by easy hoisting onto a railroad flat-car or truck with a fork-lift truck.

Price: Up to \$405. Delivery: immediate.  
Jeta Metal Fabricators, Inc., 949 Saw Mill River Rd., Yonkers 2, N.Y. (4/7/58)

*Size permits you to paste  
on 3x5 card*

*Copy gives only pertinent  
details, cuts your  
reading*

*How much it costs and  
how soon you can get it*

*You'll know when item  
appeared*



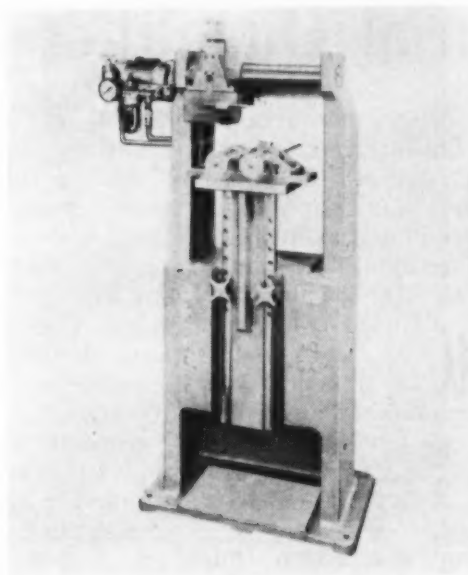
## Pressurized Sprayer

### For Solvents, Light Oils

Professional model pressurized sprayer will spray up to 2½ gal. from heavy duty spray can on one charging. It is pressurized with air from standard tire inflation equipment or any air supply. Sprayer is available in 1 gal. and in 2½-gal. sizes. Self cleaning, stainless steel valve and nozzle assembly can be adjusted for spraying the finest of mists through to jetting a far reaching stream. It has a built-in pressure gage and shut-off valve.

Price: \$16.35 (1 gal.); \$23.77 (2½ gal.). Delivery: immediate.

Universal Products Corp. of Houston, Houston 17, Tex. (4/7/58)



## Marking Machine

### Takes Power From Plant Air Line

Model 9AP is constructed from gray iron castings and precision machined steel parts. An open type of back and offset front permits the marking of continuous strip, rod, bars. Machine fits into production line or can be automated. Liberal mouth opening is 14 in. without fixtures and adjustment is every 2 in. with lock. Width of opening is 15 in. Movement of marking head is left to right, controlled by hand, foot valve or automatic control.

Price: from \$1,795. Delivery: from immediate to 2 or 3 wk.

Acromark Co., 321 Morrell St., Elizabeth, N. J. (4/7/58)



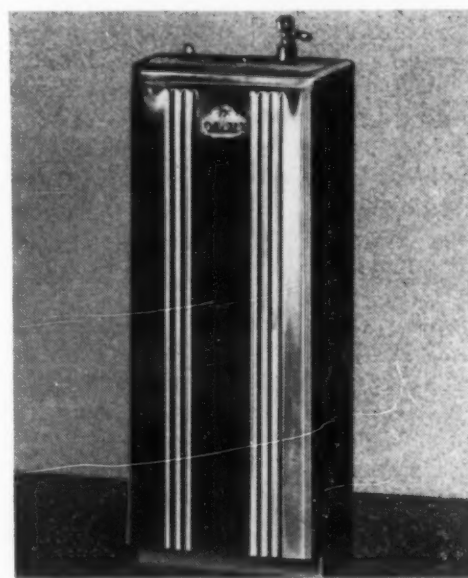
## Air Monitor

### Features Automatic Operation

Model AM-33 air monitor is suggested for plants working with radioisotopes, wherever airborne particulate radioactivity is a problem. Model AM-33 simultaneously measures and records both alpha- and beta-gamma activity of airborne particulates as they are collected. Monitor combines in one integrated unit a detector, amplifier, discriminator, anti-coincident circuit, counting ratemeter, high and low voltage power supply, alarm system and continuous recording unit.

Price: \$5,980. Delivery: 90 days.

Nuclear Measurements Corp., 2460 N. Arlington Ave., Indianapolis 18, Ind. (4/7/58)



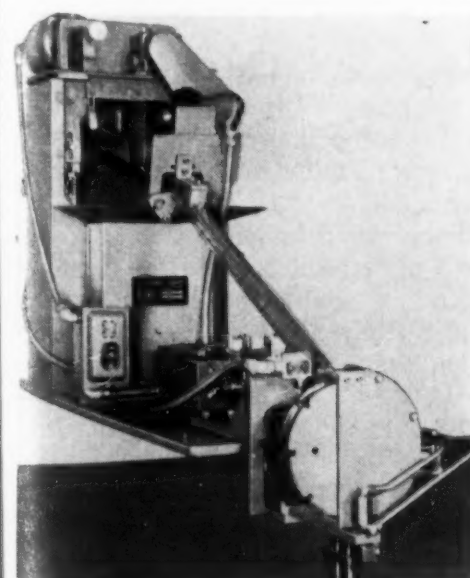
## Water Cooler

### Made of Stainless Steel

Water cooler is recommended for any installation where stainless steel is desired such as an industrial application where corrosive conditions affect the performance of standard-type water coolers. Cabinets are manufactured from 18-8 gage stainless steel and have a deep, diagonal, divided top that carries away waste water without splashing. Cooler is available in all the pressure-type 7, 13, and 20 gal. per hour, explosive-proof model.

Price: \$319.50 (7P), \$338 (13P3), \$415 (20P). Delivery: immediate.

Ebco Mfg. Co., 265 N. Hamilton Rd., Columbus 13, Ohio (4/7/58)



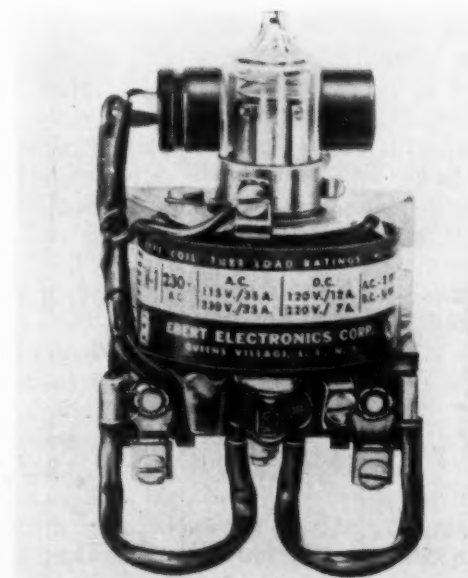
## Elevating Hopper

### Moves Wide Range of Small Parts

Elevating Hopper Model 5000 handles a wide range of small-sized metal and non-metal parts. High-speed feeder has a cleated elevating belt positioned in a large 1½ cu. ft. hopper which gently picks up the parts being processed and deposits them on the orientating rolls. Roll feed with the aid of a clearing wheel automatically positions parts and deposits them in a feeding chute at a predetermined feed rate.

Price: \$1,200 (with no tooling), \$1,850 (with roll feed and clearing wheel). Delivery: 6 wk.

Production Feeder Corp., 3130 Johnny-cake Ridge Rd., Mentor, Ohio (4/7/58)



## Time-Delay Relays

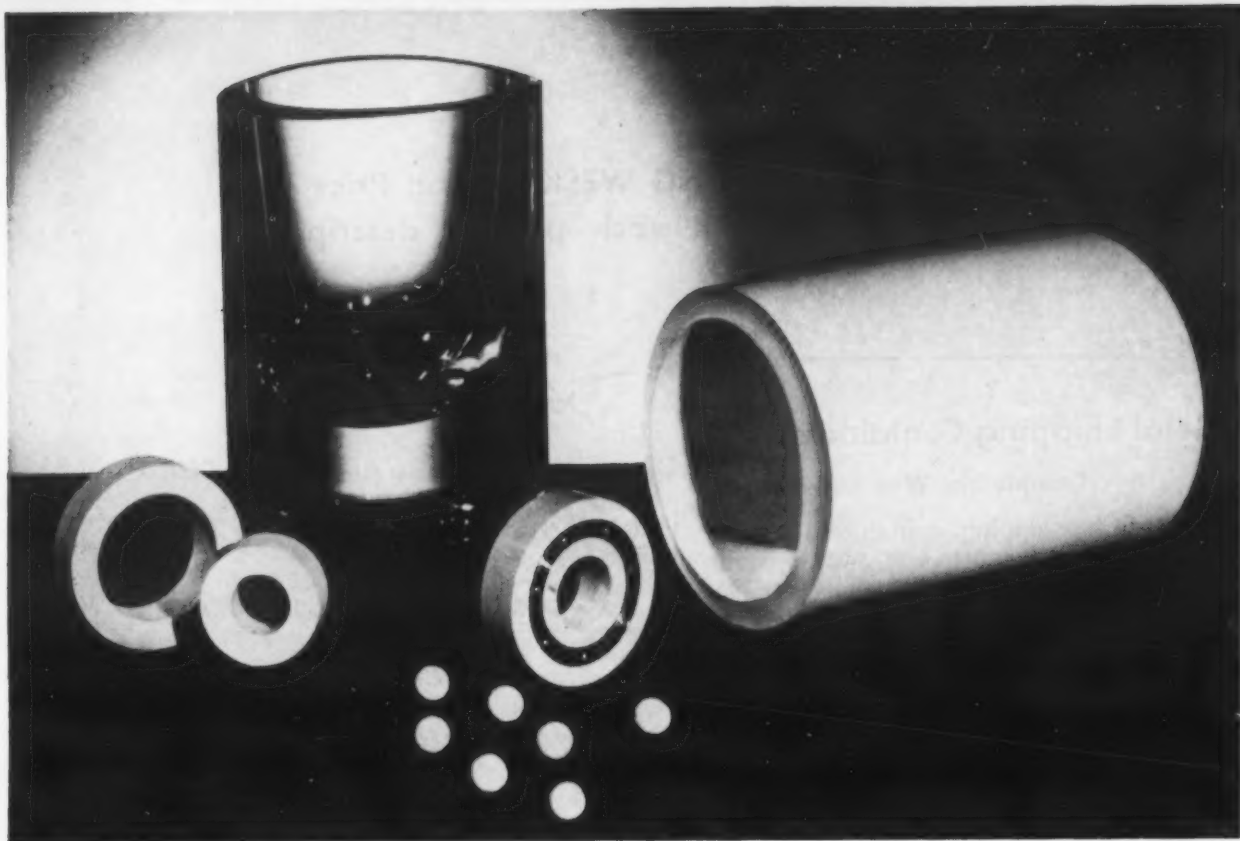
### Available for Ac. or Dc. Service

Relays rated at 20, 35, and 60 amp. or up to 5 hp. at 115 v. ac. employ a cased, high-reliability design thermal timer. Adjustable make-delay periods are available factory preset in ranges covering delays of from 3 to 120 sec. Delay timer settings may be shifted at any time with a standard hex key applied to a set screw. Relays are compensated for ambient temperatures from -85 to 185 F.

Price: \$18.65 (SPST) 35 amp.), \$20.30 (SPST 60 amp.).

Delivery: 1 wk. to 10 days.

Ebert Electronics Corp., 212-26 Jamaica Ave., Queens Village, N. Y. (4/7/58)



Pyroceram parts range from ball bearings to pistons. Pre-processed material is clear.

## Pyroceram, 'Harder Than High-Carbon Steel,' Available in Commercial Quantities for Test

Corning, N. Y.—Pyroceram, a semi-glass material unveiled last year by Corning Glass Works, is now available in commercial quantities for testing in prospective customers' plants.

Pyroceram is an opaque crystalline material that starts out as a glass. Nucleating agents added to the glass form centers for crys-

tal growth during subsequent heat treatments which turn the product into a white ceramic.

Last May Corning spokesman talked mostly in generalities. But they did describe Pyroceram as "harder than high-carbon steel, lighter than aluminum, and nine times as strong as plate glass."

Since then, for almost a year, Corning technicians have been working on two basic problems:

1. Finding out specific industrial applications where Pyroceram will fit.

2. Licking production bugs that last year kept them from producing the cloudy-white material in big quantities.

Major production problems have been solved. Pyroceram can now be produced in commercial-quantity batches.

As for applications, Corning has definite ideas. These ideas center on two basic forms of Pyroceram now in production.

Pyroceram No. 9606: This type glass-ceramic was developed early in the game, especially for missile radomes. But Corning tests indicate the hardness and abrasion resistance of No. 9606 make it likely material for casting of (1) jigs for high-temperature brazing, (2) leading edges in hypersonic aircraft, (3) a binding matrix for abrasive wheels, and (4) ball bearings.

Taking its tests a step further, Corning has shipped small batches of Pyroceram to potential customers for testing in the customers' own plants. Five leading ball bearing manufacturers, for example, are now grinding down rough Corning-made bearings to their own specifications for exhaustive testing. This same customer-testing system is going on with the brazing jigs and abrasive-wheel matrices.

Pyroceram No. 9606, is obviously a specialty material for casting. Not so its brother-ceramic, No. 9608.

Pyroceram No. 9608: This is a general-purpose material. Chances are its applications will range wider because it lends itself to automatic glass manufacturing processes. It can be blown,

drawn as tubing, pressed, or rolled.

Unlike many ceramics, No. 9608 remains transparent until the late stages of processing. This means it can be visually inspected for flaws, bubbles, and imperfections. Corning officials say this ease of visual inspection will assure high degree of product uniformity.

Biggest present use is for tubing. Current tests center around tubing for heat exchangers where temperature differentials are great and where slurries, liquid abrasives, or corrosives must pass through the tubes.

This general-use Pyroceram is also being tested by ball bearing manufacturers. Entire bearings, except for the retaining ring, are being made of Pyroceram No. 9608.

Both Pyroceram classes are likely prospects for bearings because tests show they can operate at up to 1,000F with no lubrication at loads to 50% of stainless-steel capacity at this temperature. When Pyroceram bearings do wear out, they do so by gradual erosion rather than with a chewing action. This gradual wearing out is important in machinery where sudden jamming can ruin the whole mechanism.

Further tests of No. 9608 will explore its usefulness for making brake shoes, piston heads, curtain walls, and structural parts for aircraft.

Pricing on Pyroceram materials isn't very well defined as yet. But Corning's technical products sales manager, Campbell Rutledge, told PURCHASING WEEK that present prices are worked out this way:

Flat-rolled No. 9608, in cut squares and circles, sells at three times the price of the same amount of polished Pyrex plate glass.

Pyroceram tubing and rod sells at five times the price of Pyrex tubing.

Pricing of the narrow-application Pyroceram No. 9606 is still on a customer-by-customer basis, because of the tailor-made nature of the test castings.

This Week's

## Product Perspective

APRIL 7-13

There was no heavy emphasis on revolutionary product design at this year's Institute of Radio Engineer's show. Manufacturers concentrated on improvements in components, materials, instruments, and production equipment.

One reason: The electronics industry is feeling the effects of the business recession, would rather sell harder than dazzle the visitor. Most exhibitors looked at the show as the year's best vehicle to help firm up buyers' decisions.

Even so, there was plenty to see. Product improvements, with some exceptions, depended on greater familiarity with new materials, ingenuity in assembling components, small size, and product-line filling in.

**Transistors entered some new fields.** For instance, transistors that cover the full range of audio frequencies are now available. The hi-fi-circuit designer now has something new to play with. Texas Instruments Inc. showed a new germanium transistor designed for television and radio applications and for very-high frequency oscillators.

The push to still smaller components was much in evidence. Intermediate frequency transformers (Aladdin Electronics, Bendix Aviation) and sealed relays (Filtors, Inc.) were offered in sizes little bigger than your thumb. Radar pulse-forming components, potentiometer servos and other specialized combinations were offered in easy-to-design packages (Digital Equipment Corp., Filtron Co., Inc.). Some circuit modules can be taken apart and rearranged by your engineers.

**Many instruments qualified as new.** Greater precision, portability, and more values one instrument can measure are the distinguishing features.

More transistorized instruments are available (Burr-Brown Research Corp., Electro Instruments, Inc.).

**Some test equipment gaps have been filled.** A new vacuum tube voltmeter measures the complex waves peculiar to missile equipment. A noise-figure meter is simplified to the point where semi-skilled labor can do a testing job that formerly needed an engineer (Hewlett-Packard Co.).

**Component and machinery manufacturers showed evidence of giving serious thought to small-production automation** (Design Tool Corp., Federal Tool Eng. Co.). There's a higher degree of standardization in this year's component packages. And a wide range of tools for handling connectors and fasteners is being developed (Burndy Corp.).

**Corning Glass is going into the electronics business in a big way.** It is now offering a glass transistor case, copper-metallized glass printed-circuit board for high-temperature applications, glass green with 562,500 holes per square inch, and other glass products.

The industry also took a look at what's coming in the way of new materials, components, and techniques.

**Gulton Industries reported on its work with ceramic coatings for electronic components.** Chief objective of perfecting ceramic coatings is to get a useful high-temperature material.

**Some possibilities explored were coatings for wires, coatings for inside of tubing, ceramic adhesives for laminates, radiation-resistant coatings, potting compounds.** Coatings tried are modified porcelain enamels. Some are excellent dielectrics while others offer full or semi-conductivity.

**Westinghouse described its "ELF" electroluminescent display device.** ELF is a flat TV-like screen that will picture information fed to it. Westinghouse is working on ways to improve the picture quality of the device.

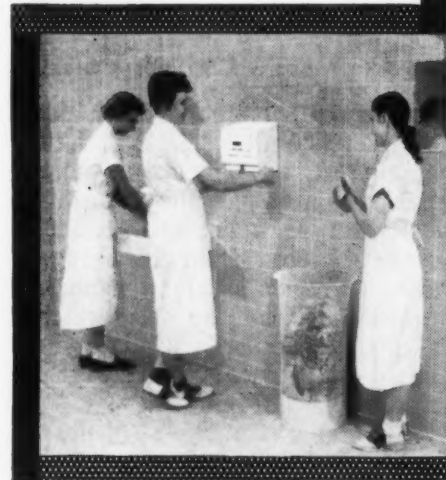
**A new field for electronics—medicine—is being explored.** International Telephone & Telegraph Corp. is working on a technique for assessing the relationship between important hormones and human body functions. Equipment to put the technique to work will be ready this fall.

**A pressure sensing device along with a transistor amplifier was described by the Ford Motor Co.** It will be used for accurate measurement of heart pressures in adults and infants. Data processing techniques are under study as a means for keeping close watch on a patient's condition.

**Looking way ahead engineers talked about spaceships that traveled at more than 2-million mph., electricity produced without generators, and electricity transmitted without wires.** They all may come about through today's research into the atomic fusion process.

### TURN-TOWLS

serve 2000 employees  
for only \$2,056.00  
per year!



A St. Louis, Mo., firm reports these figures based on last year's use of Mosinee Turn-Towls.

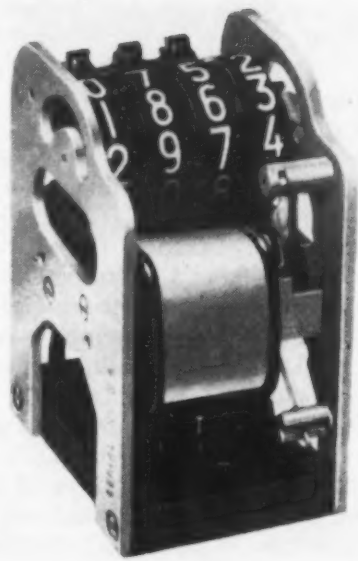
Check your own cost of towel service — and see how the efficiency of this top quality towel and cabinet combination can pay off for you.

Write for name of your nearest distributor.

**BAY WEST  
PAPER COMPANY**

1096 W. Mason Street, Green Bay, Wis.  
Subsidiary of Mosinee Paper Mills Co.

# Your Weekly Guide to New Products — (Continued from page 23)



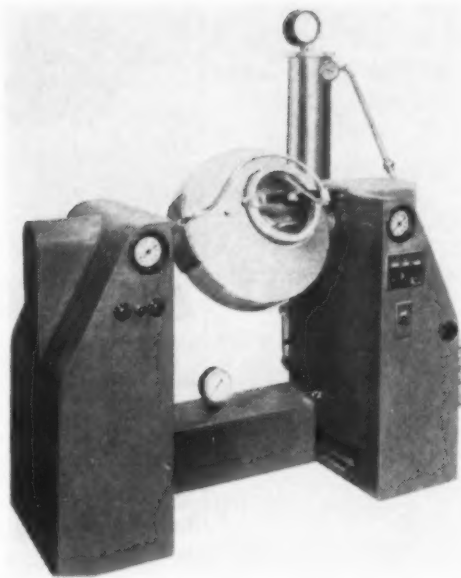
## Rapid Non-Reset Counters

### Operate Electromagnetically

Lightweight (1.1 oz.) counters display white numbers 5/32 in. high from 0000 to 9999. Counters operate on 22 to 29 v. dc. on pulses of 10 millise. to a maximum rate of 37 counts per sec. Construction is the same as that of a stepping relay. Two solenoids work in parallel to increase speed. Counters withstand shock to 10 g. in two directions while maintaining accurate count. Counters meet military specs for shock, vibration, and temperature.

Price: about \$24 per counter. Delivery: 6 wk.

Counting Instruments Ltd., Sheffield, Mass. (4/7/58)



## Vacuum Dryer-Blender

### In Capacities of 1 to 150 Cu. Ft.

Vacuum tumble dryer-blender dries heat-sensitive materials. Fast drying-in-motion is the result of an engineered balance of jacket circulation, vapor line and filter, compact piping, condenser, vacuum line and pump, and effective controls. P-K vacuum tumble dryer provides baffling for uniform distribution of the heating medium in the jacket. Rapid generation of vapors within the vessel have a scrubbing action on all surfaces.

Price: about \$10,000 (for 20 cu. ft. capacity). Delivery: about 12 wk.

Patterson-Kelly Co., Inc., East Stroudsburg, Pa. (4/7/58)



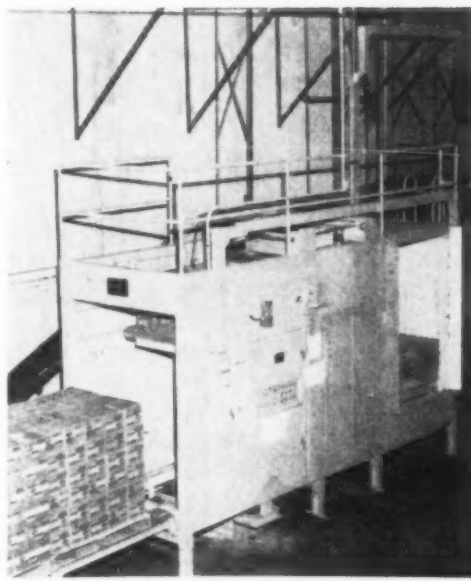
## Anti-Corrosive Coating

### For Steel Surfaces

Komul cold-applied, anti-corrosive agent is an irreversible uniform emulsion of coal-tar pitch stabilized with mineral colloids, and ready for application without heating. It is easy to apply and has good resistance to the effects of temperature change. In cured form, Komul adheres firmly in a smooth, tough continuous film which is highly durable. There is no flow at high temperatures or brittleness at low temperatures.

Price: \$2.30/gal. Delivery: 2 to 3 days (5-gal. pail).

Selby, Battersby & Co., 5220 Whitby Ave., Philadelphia 43, Pa. (4/7/58)



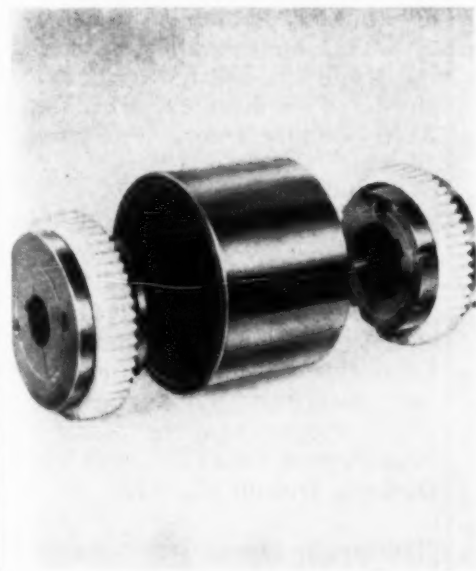
## Pallet Loading Machine

### Is Self Contained Unit

Series 300 pallet loader machine features high capacity, simplified construction, and low maintenance cost. Loader automatically arranges and places packages on a pallet in a pre-determined pattern and quantity. Loader features the installation of all accessory components such as motors, hydraulic pumps, and control panels within or on the main machine frame. Machine handles a conventional seven-case pattern at the rate of about 39 cases per min.; larger loads with more cases, about 44 per min.

Price: \$25,000. Delivery: 60-90 days.

Alvey Conveyor Mfg. Co., 9301 Olive St. Rd., St. Louis 24, Mo. (4/7/58)



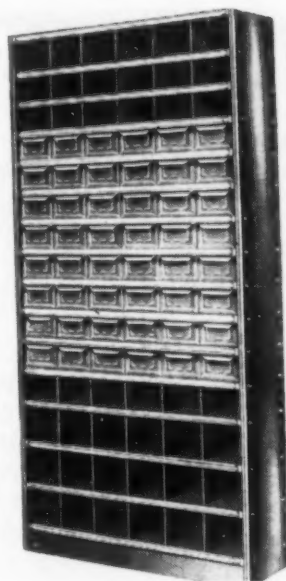
## Gear Coupling

### Has Interchangeable Bushings

Gear coupling 162M can take up to 1,800-in.-lb. torque. Stress relieved, injection molded nylon gears make possible a no lubrication feature. Gears, held in place on steel hubs by spring rings, make a smooth, resilient contact with the steel sleeve. Interchangeable bushings are available for shaft sizes from 1/2 to 1 5/8 in. Steel hubs, a steel sleeve, and spring rings complete the 162M. Coupling weighs 6 1/2 lb., is compact to fit on short shaft extensions.

Price: \$33. Delivery: immediate.

John Waldron Corp., P. O. Box 791, New Brunswick, N. J. (4/7/58)



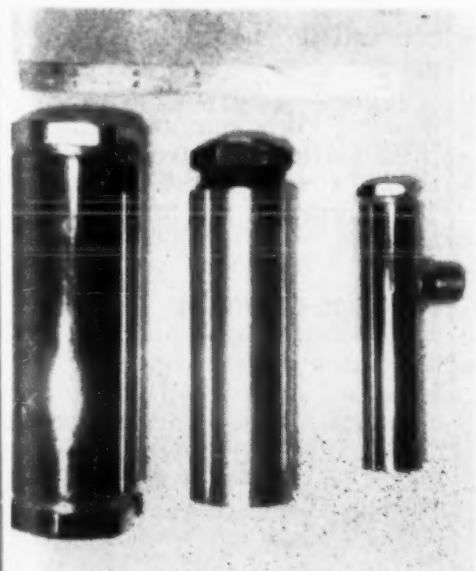
## Bin Units

### For Merchandise Storage

Bin units have widespread application for storage and display of parts or small bulk or packaged items. Units are available in seven standard models incorporating various combinations of open shelves, bin openings, and shelf boxes. Dividers in all bins are adjustable horizontally every inch using snap-ins. No nuts, bolts, or tools are required. Shelves are adjusted vertically on 1 1/2-in. centers where no dividers are used. All models are 3 ft. wide and 1 ft. deep.

Price: \$111.60 (Unit 3835). Delivery: immediate.

Lyon Metal Products, Inc., Aurora, Ill. (4/7/58)



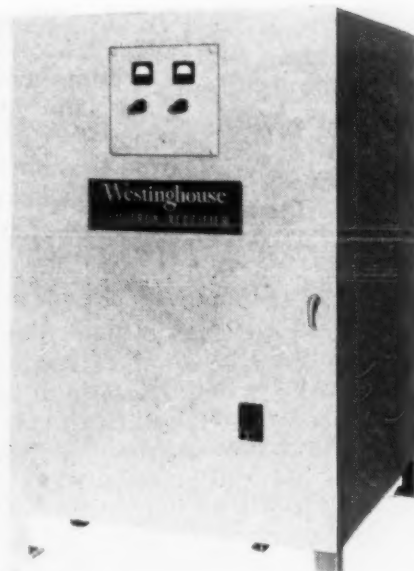
## Free Poppet Valve

### Multiplies Air Pressure

Free poppet valve consists primarily of a cylinder with annular grooves and holes that cause valve to open and shut 2,000 to 5,000 times per min., in direct ratio to pressure drop in air line. Application to cleaning, lubricating, and kinetic energy devices is expected, though valve was originally designed for air tools. Capacity is from 2 to 300 cfm., at 100 psig. Pressure range is 20 to 500 psig.

Price: from \$25 to \$250 (depending on size and specifications). Delivery: immediate.

L. C. Nesham Co., P. O. Box 641, Allentown, Pa. (4/7/58)



## Silicon Rectifiers

### Either Regulated or Unregulated

Silicon rectifier assemblies are rated at 100, 150, 200, and 300 kw. for operation from various ac. power supplies. Units are provided as regulated and unregulated equipment and include protective equipment, transformer, and rectifier assembly. Regulated units include a saturable reactor and voltage regulator.

Price: \$8,930 to \$9,595 (for 100 kw., unregulated) and \$11,720 to \$12,385 (100 kw., regulated) to \$20,350 to \$23,217 (300 kw., unregulated) and \$26,690 to \$30,337 (300 kw., regulated). Delivery: from 16 to 20 wk.

Westinghouse Electric Corp., P. O. Box 2099, Pittsburgh 30, Pa. (4/7/58)

# Profitable Reading for P.A.'s

"Reading Maketh a Full Man"—Bacon



## Electronics Buyers Guide

**Electronic Engineers Master.** Published by United Catalog Publishers, 60 Madison Ave., Hempstead, N. Y. 1,000 pp. Supplied free of charge to qualified purchasing executives and engineers who buy, specify, or design electronic equipment, components, and materials. For others, price is \$7.50.

EEM is a new master catalog and buying directory of electronic equipment, components, and materials sold direct to original equipment manufacturers and other end users. It contains product information on more than 300 manufacturers.

Purchasing executives and engineers engaged in electronic research, design, development and production will find product comparison simple and rapid. EEM catalogs all similar items within 60 product sections. A comprehensive index quickly directs the reader to specific catalog information.

In addition, the Buying Directory Section of EEM lists over 4,000 manufacturers and service organizations (with addresses and telephone numbers). They are listed alphabetically with their respective sales representatives and/or sales offices. This provides the reader with not only immediate access to a manufacturer's product information, but the closet sales office as well. A Trade Name Directory is another aid to locating information rapidly. Regular supplements to EEM keep the annual catalog up-to-date throughout the year.

## Making World Trade Work

**International Trade.** By Wendell C. Gordon. Published by Alfred A. Knopf, 501 Madison Ave., New York 22, N. Y. 647 pp. Price: \$6.75.

In this book, Dr. Gordon has prepared a pithy but comprehensive

sive study of the "why" and "how" of U.S. foreign trade. Aimed toward the well-informed businessmen, this book will provide an excellent and thorough analysis of international economics to anyone with an understanding of basic economic concepts.

The author brings together into a simplified presentation the many and divergent views which currently inhabit the foreign trade spectrum. Of particular note is the author's chapter on national income and Keynesian theory. The theory's importance in current U. S. trade policy is discussed, and many of its ramifications are covered.

Dr. Gordon attempts to clarify much of the confused and conflicting thought which currently surrounds the area of international economics. He tries to straighten out much of the misunderstanding surrounding such topics as cheap foreign labor, balance of payments, tariffs, and the infant-industry argument for protection.

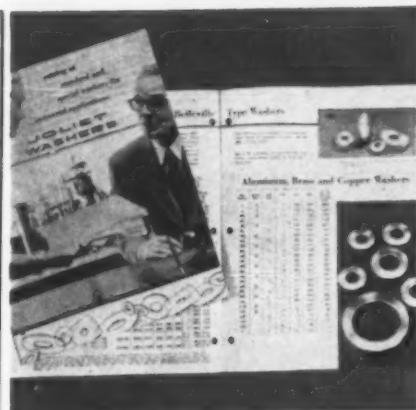
Besides discussing many of the important historical and contemporary trade theories, the book explains the role of capital, labor, price, governmental policies, and ideas in the workings of international trade.



**Industrial lighting units** are covered in new Specification Book, No. 101. Featured are 2-lamp and 3-lamp special service fluorescent units, 3 types of units utilizing 800-ma. fluorescent lamps, new incandescent reflector sizes, and new mounting specifications for fluorescent units. Copies are available from **RLM Standards Institute**, 326 W. Madison St., Chicago 6, Ill.

**Complete line of cutting and coloring buffs** is described in 12-page Bulletin, No. B-104 entitled "Job-Tailored Buffs". Comprehensive range of buff types with the manufacturer's recommendation as to applications each type is best suited is given. Bulletin is available from **Hanson-Van Winkle-Munning Co.**, Matawan, N. J.

**Safety enclosure** featuring modular design is described in Bulletin A-11. Bulletin contains a list of component parts available to adapt the enclosure to the particular need of the user and complete specifications for the unit. Bulletin is published by **S. Blickman, Inc.**, 8400 Gregory Ave., Weehawken, N. J.



**Standard and special washers** for industrial application are described in 16-page catalog. Complete listing of washers, dimensions, prices, and finishes are featured. Catalog is available from **Joliet Wrought Washer Co.**, Joliet, Ill.

**Heavy-duty flooring materials** are described in 4-page bulletin, No. 658. The use and application of heavy-duty emery aggregates, bricks, bonds and cures is explained. Copies are available from **Walter Maguire Co., Inc.**, 60 East 42nd St., New York 17, N. Y.

**Standard pneumatic pull tools** for fastener installation is described in 6-page catalog (Form 8-421). Catalog lists pneumatic pull tool nomenclature and describes five basic pneumatic units. Catalog is available from **Huck Manufacturing Co.**, 2480 Bellevue Ave., Detroit 7, Mich.

**Fourteen standard material vibrators** ranging from models handling less than 1 cu. ft. to models that vibrate bins and bunkers containing bulk materials weighing in excess of 150 tons are described in 12-page Electric Vibrator Catalog. Copies are available from **Syntron Co.**, 936 Lexington Ave., Homer City, Pa.

**Aluminized (aluminum-coated) Steel Type 2** is subject of new manual. Atmospheric corrosion resistance, mechanical properties of the steel base, resistance to fire damage, and high heat reflectivity are subjects covered. Available sizes, gages, and forms, fabricating and finishing and storing and handling is also included. Copies are available from **Product Information Service, Armco Drainage & Metal Products, Inc.**, Middletown, Ohio.

**Grinding wheels** are the subject of new brochure No. PG-350, entitled "Cincinnati Toolroom Grinding Wheels". Many features and applications of these wheels for both general toolroom and cutter and tool grinding is described. Brochure is available from **Cincinnati Milling Products Div., Cincinnati Milling Machine Company**, Cincinnati 9, Ohio.

**"Thermoplastic Corrosion-Proof Ventilating and Exhaust Systems"** is the title of 12-page catalog. Details and illustrations of all the necessary components to such a system is presented. The information can assist the user in determining the required components, their exact cost, and the most convenient lengths to be

purchased. Copies are available from **American Agile Corp.**, P.O. Box 168, Bedford, Ohio.

**Woodworking jointers** and other woodworking machine tools is described in 8-page bulletin. Complete specifications for the new tools are also included. Copies can be obtained from **Dept. 1003, Walker-Turner Div., Rockwell Manufacturing Co.**, 400 N. Lexington Ave., Pittsburgh 8, Pa.



**Interior designs** for banks, stores, offices, schools, and public reception areas are illustrated in 12-page brochure entitled "Ceiling Design Opportunities With Acousti-Lux Panels". The design flexibility afforded by the use of these panels either alone or in combination with other acoustical products is also covered. Brochure is available from **The Celotex Corp.**, 120 S. LaSalle St., Chicago 3, Ill.

**"Towboats"** is the title of 28-page Bulletin No. 239. It includes an introductory chapter on the specialized nature of river transportation and sections on propulsion, control, accommodations and accessories, research, design and engineering, and towboat construction. Bulletin is available from **Dravo Corp.**, Neville Island, Pittsburgh 25, Pa.

**The experiences of six major business firms in cutting their paper assembling or "collating" costs** are covered in 8-page booklet No. 133. The assembly of multi-page letters, catalog additions, price lists and changes, advertising pieces, internal booklets, photographs, office forms and sales or technical reports is described. Booklet is available from the **Macey Co.**, 5350 West 130th St., Cleveland 30, Ohio.

**DC crane controls** are described in 20-page Bulletin No. 9100. The specifications, performance curves, component lists, tables of dimensions, and other details of dc. crane control systems and components are covered. Bulletin is published by **Clark Controller Co.**, Cleveland 2, Ohio.

**Glassed-steel reactors** are described in Bulletin 955. Installation, operation and maintenance procedures are covered. Bulletin is published by **The Pfaunder Co.**, 1063 West Ave., Rochester, N. Y.

**Totally-enclosed dc. motors** for contaminated atmospheres is described in Bulletin No. 53B8904.

Construction and design features of the new motors are also covered. Copies are available from **Allis-Chalmers**, Milwaukee 1, Wisc.

**Digmatic Control System for Table Positioning** is described in new brochure. Automatic drilling of a typical part is illustrated and a cost comparison with hand drilling is made. Brochure is available from **Electronic Control Systems Div., Stromberg-Carlson Co.**, 2231 South Barrington Ave., Los Angeles 64, Calif.

**One-use drill bits** are described in 6-page bulletin No. RD29. Bit construction, preparation of drill rod shanks, and specifications are included. Copies are available from **Sales Promotion Dept., Le Roi Div., Westinghouse Air Brake Co.**, Milwaukee, Wisc.

**Automated deburring machines** are described in 12-page catalog. It also includes a wide variety of automatic deburring machines ranging from types specifically designed for low and medium-volume production plants to completely automated types for high production lines. Catalog is available from **Acme Mfg. Co.**, 1400 E. Nine Mile Road, Detroit 20, Mich.

**Cold-finished bar products** are described in 32-page brochure. Data on carbon steels, free machining steels, stress relief annealed steels, leaded steels, and alloy and stainless steels is given. Brochure is available from **Union Drawn Division of Republic Steel Corp.**, Massillon, Ohio.

**Kerosal-steel valve** is described in 4-page brochure. Various applications and advantages of installation are covered. Brochure is offered by **Kerotest Mfg. Co.**, 2525 Liberty Ave., Pittsburgh 22, Pa.

**High-speed cutting tools** are described in new catalog. Keyseat Cutters, Combined Drills and Countersinks, Center Reamers and Special tools are included. Each type of tool is illustrated and described by dimensional tables. Copies may be obtained from **Fastcut Tool Co.**, 7405 East Davison, Detroit 12, Mich.

**"Drumpak Heavy-Duty Corrugated Containers for Major Appliances"** is title of 28-page brochure. Case histories of successful "Drumpak" applications in packaging water heaters, stoves, washers, and furnaces are described. Specific cost savings and materials handling advantages are also included. Brochure is available from **Gaylord Container Corp., Div. of Crown Zellerbach Corp.**, 111 North 4th St., St. Louis 2, Mo.

**Indicating-controlling pyrometer** is described in new bulletin. Typical wiring diagrams showing application of the Pyrotroller on electrically heated, gas-or oil-fired equipment is covered. Bulletin is available from **Illinois Testing Laboratories, Inc.**, 420 North LaSalle St., Chicago 10, Ill.

## WHERE-TO-BUY

National purchasing section for new equipment, services, and merchandise. SPACE UNITS: 1-6 inches. RATES: \$17.15 per advertising inch, per insertion. Contract rates on request. Subject agency commission and 2% cash discount.

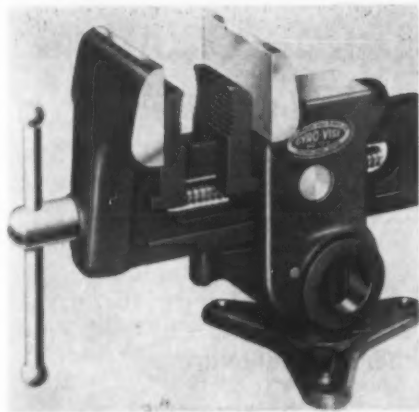
## PAINT STRAINERS

For STRAINING LACQUERS, ENAMELS, PAINTS or VARNISHES

Made of heavy paper stock with cloth inserts in various meshes. 8" in diameter.

**LOUIS M. GERSON CO.**  
Box 175-E CU 6-1463 MATTAPAN, MASS.

# More New Products



## Bench Vise

Gyro-vise Model No. 73 1/2 has removable and replaceable pipe jaws. Jaw width is 3 1/2 in. Jaw depth is 2 1/2 in. and jawgripping area 7 7/8 in. Maximum jaw opening is 5 in. Pipe capacity is 1/8 to 1 1/2 in. Another feature is a 1 3/4 in. sq. polished anvil surface. Gyro-vise operates on a round base on which it can be turned and locked in any desired position. It may be used upright, laid flat on either side, or placed at any required angle. Price: \$13.95. Delivery: immediate. **Columbian Vise & Mfg. Co., 9023 Bessemer Ave., Cleveland 4, Ohio (4/7/58)**

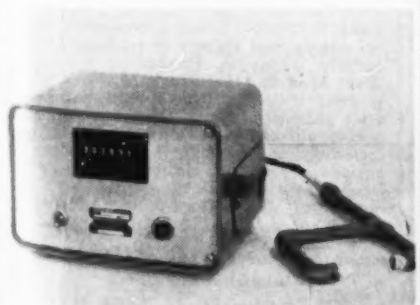


## High-Speed Camera

Two new high-speed intermittent motion picture cameras are capable of film speeds up to 400 frames per second. Models DBM III and DBM IV provide 100-ft. and 200-ft. film respectively. Film is stopped completely during each exposure and locked in position by a register pin. Ultra-high speed and positive frame-to-frame registration permits data recording. Both models can be powered by a 28-v. dc. or 115-v. ac. motor. Price: \$1,950. Delivery: 6 wk. **D. B. Milliken Co., 131 North Fifth St., Arcadia, Calif. (4/7/58)**

## Electronic Counting Package

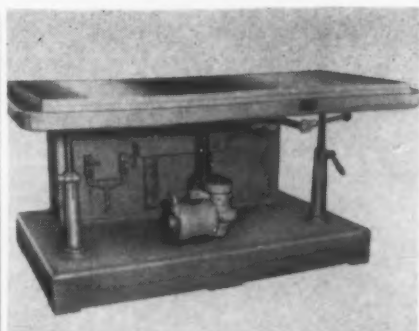
Model C Count-Pak consists of a high-speed magnetic counter combined with a light source and photo cell. Count-Pak features instant reset, high-speed electric counter which combines reliable high speed counting with long life. Rated speed is 3,000 counts per minute. Unit utilizes transistors (but no tubes) and printed



circuits. Price: \$130. Delivery: 4 to 6 wk. **Electronic Controls Div., Veeder-Root, Inc., Hartford 2, Conn. (4/7/58)**

## Power Elevated Table

Power elevated table for drilling machines is built for easy up-and-down table movement. For loading of heavy parts onto the table, the table can be lowered to its lowest level, where the part can be lifted into position. One



lever performs all movements: one position lowers the table, another raises the table, and a

third securely locks the table in place. For use with tables provided on Edlund drilling machines only. Price: \$330 (new equipment), \$350 (kit form for existing equipment). Delivery: about 2 wk. **Edlund Machinery Co., 100 Huntington St., Cortland, N. Y. (4/7/58)**

## 40-in. Ethocel Sheet

The 40-in. width of cast Ethocel sheet (ethylcellulose) is now available. Maker expects sheet will be used by fabricators desiring several widths from one roll. Shipped in standard rolls, 12 1/2 in. in outer dia., the sheet is being

manufactured in 3, 5, 7 1/2, 10, and 15 mil. thicknesses. Prices: per 1,000 sq. in. 12.8¢ (3 mil), 20.6¢ (5 mil), 31.0¢ (7 1/2 mil), 44.0¢ (10 mil), 84.0¢ (15 mil). Delivery: 2 to 3 wk. **Dow Chemical Co., Midland, Mich. (4/7/58)**

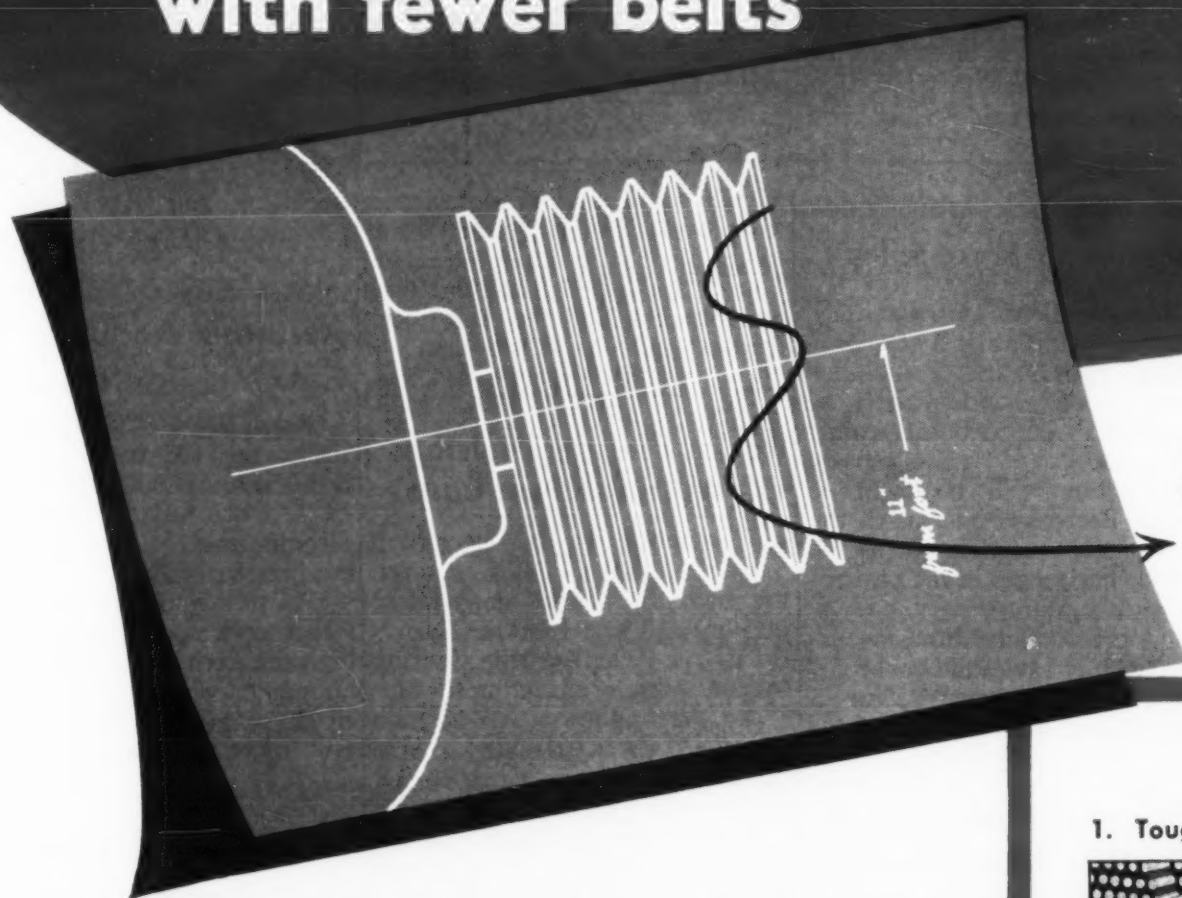
## Where Can I Buy?

Do You Know The Source?

The Record to Date

Reader's requests . . . . .	93
Staff answered . . . . .	81
Published in PW . . . . .	12
Answered by readers . . . . .	7
Unanswered . . . . .	5

Cut sheave width and weight . . .  
get same horsepower  
with fewer belts

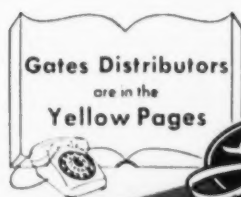


Where space is limited and weight a factor, design your drive with this important fact in mind:

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### 2. Concave Sidewalls (U.S. Pat. 1813698)

Concave sides (Fig. 1) increase belt life. As belt bends, concave sidewalls become straight, making uniform contact with sheave groove (Fig. 1-A). Uniform contact means less wear on sides of belt . . . far longer belt life.

### 3. Flex-Weave Cover (U.S. Pat. 2519590)

A Gates exclusive: provides greater flexibility with far less stress on fabric. Cover wears longer . . . increases belt life . . . more power available to driven machine.

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TPA 248 A

## Republic Steel Closes Titanium Sponge Plant

Cleveland, Ohio — Another titanium sponge plant became a casualty of low demand for the metal in uses other than military last week. Republic Steel Corp. and Crane Co., Chicago, announced their jointly-owned subsidiary, Cramet, Inc., would cease making titanium sponge and turn its Chattanooga plant over to the government.

Republic's Canton, Ohio, plant will continue, however, to produce titanium mill products, the steel company announced.

Once termed a "wonder metal," titanium was boomed because of its light weight yet great strength and heat and corrosion resistance factors. However, only military planes and jet engines have been able to make extensive use of the high-cost metal although industry is seeking broader industrial applications.

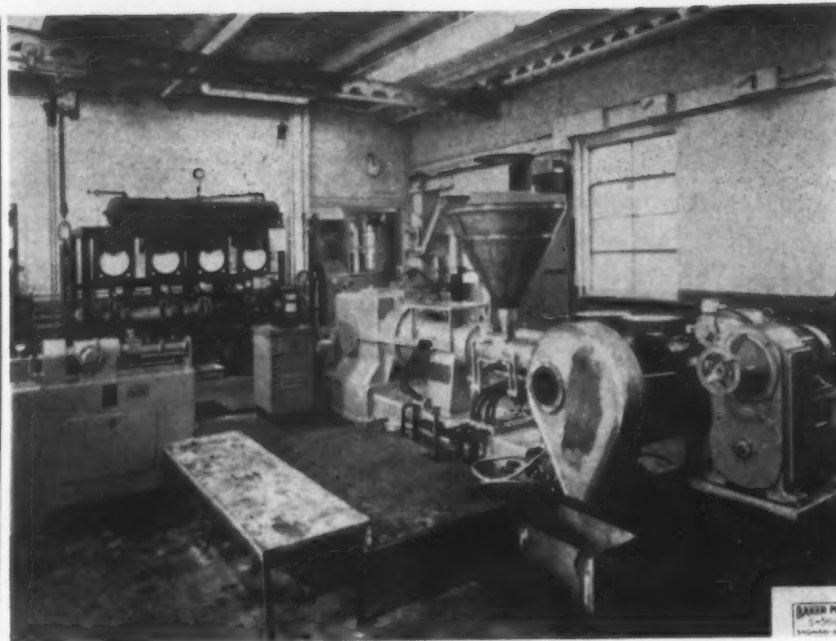
## Barium Reduction Corp. Produces Pure Lots

South Charleston, W. Va. — Barium Reduction Corp. is producing carlot and truckload quantities of 97-99% pure barium oxide by a patented fluid bed process. The process produces an oxide differing from ordinary barium oxide. The carbon black is burned off resulting in very small white porous pellets of high purity instead of the dark gray large non-porous lumps which have to be ground.

The company says the new oxide can replace higher-priced barium hydrates used in the oil additives field.

## American Can Adds Item

New York — A half-pint size metal can has been added to American Can Co.'s Accu-Por line enabling manufacturers to take advantage of retail potential for smaller sizes. The new size can has a dripless metal nozzle and reclosable cap.



## Baker-Perkins Installs Mixer To Replace Plastic Batch Method

Saginaw, Mich. — An experimental continuous KO-Kneader mixer has been installed in the research and development laboratories of Baker-Perkins' Chemical Machinery Division.

Developed by company engineers, the unit has already replaced batch mixers on such jobs as premixing polyester resin premixes, and mixing carbon electrodes used in aluminum reduction furnaces. The company feels that information obtained in the laboratory will solve various plastic mixing problems.

## Sears Roebuck Announces Program to Spur Sales

Chicago — Sears Roebuck & Company is initiating a new program to spur sales. It includes reductions on a wide variety of items and a plan to boost installment sales.

Reductions will be achieved through decreased costs. All the companies' suppliers will be urged to cooperate in the cost reduction program.

New credit plan allows a customer to buy now, and make his first monthly payment 2 or 3 months later.

## Torrington Opens Plant

Van Nuys, Calif. — Torrington Mfg. Co. has opened its new Western Division plant to manufacture fans and blowers. The

50,000 sq. ft. factory is designed to provide faster delivery and larger production quantities for both standard Torrington fans and blowers, and the Tab-Lock, Radiax, and Vari-Basic units.

## Rockwell Buys Division Of Westinghouse Corp.

Coraopolis, Pa. — Rockwell Spring & Axle Co. has acquired the hydraulic drives department of Westinghouse Electric Corp.'s Pittsburgh-based gearing division for an undisclosed amount.

A Westinghouse spokesman said the company decided to give up the department since it felt the greatest potential market for converters and transmissions lay outside the electrical equipment manufacturer's usual business activity.

## DuPont Leases Space For Paper Research

Wilmington — DuPont has announced an agreement to lease pilot plant facilities from Riegel Paper Corp. DuPont plans to do experimental work in the use of synthetic fibers in paper and will disseminate its findings to the paper industry.

Among a variety of properties which can be contributed by synthetic fibers are improved fold resistance, tear strength, dimensional stability, and resistance to rot and mildew.

## U. S. Chemical to Expand Plant No. 3 by 50%

Manhattan Beach, Calif. — United States Chemical Milling Corp. is expanding Plant No. 3 by 50% to house special facilities of its recently acquired forming and shaping subsidiaries.

The subsidiaries, Missile-Air and Hydro-Metal Spinning corporations, are scheduled for full operation by mid-April. Fabricating operations such as shearing, forming, spinning, and assembly will be done.

## Corn Products Builds Processing Facilities

New York — The Corn Products Refining Co. has started construction of a \$2 million corn processing plant in Cali, Colombia. The new facilities are expected to be completed by the year end.

The company said the plant will embody the latest techniques in processing. There will be five structures in all—packaging and warehouse, wet-starch processing and boiler house, locker and laboratory, corn storage silos, and personnel.

## International Paper Acquires Lord Baltimore

New York — The International Paper Co. has acquired the Lord Baltimore Press, Inc. of Baltimore, Md. through an exchange of stock.

International president, Richard C. Doane, said operations of the printing concern would be carried on as in the past, with the same operating and management personnel.

The Lord Baltimore Press custom designs and prints consumer packages and labels by lithographic and other processes.

## Aerotron Produces F.M. Mobile Radio

Raleigh, N. C. — A new FM radio set for mobile two-way radio service has been perfected by Aerotron, manufacturer of aircraft and industrial radio equipment.

The new set makes use of high-frequency crystal filters to achieve high selectivity characteristics and eliminates interference from nearby or high-powered stations, according to the manufacturer.

## Firm Changes Name To Vulcan-Kidd Div.

Aliquippa, Pa. — The Vulcan Crucible Steel Division of H. K. Porter Company, Inc., has changed its name to Vulcan-Kidd Steel Div. since the recent acquisition of the Kidd Works by Porter.

Kidd makes drill rod and custom cold drawn special shapes. Vulcan produces carbon, alloy, and high speed steels.

## Rubber Mill Imported By Apex Tire & Rubber

Pawtucket, R. I. — Apex Tire & Rubber Co. has imported a fully assembled rubber mill, weighing about 28 tons, from England.

The completely self-contained single geared 150 hp mill is entirely independent of any floor foundation. After connection with electric and water services, it is ready to run.

## Franchise Area Extended

Birdsboro, Pa. — Birdsboro Steel Foundry & Machine Co. has extended the franchise area of Federal-Bryant Machinery Co., Chicago, Ill., for the complete line of hydraulic presses and auxiliary equipment. The terri-

tory now includes the entire states of Minnesota, North Dakota, South Dakota, Wisconsin, and Iowa, and portions of Illinois and Indiana.

## Distributor Selected

Fort Worth, Tex. — Don Maier & Associates, Los Angeles, has been named western sales representatives of Lone Star Plastics Co., Inc. Lone Star makes plastic component parts for aircraft, electronic, and oil field equipment manufacturers.

## Resolite Opens Office

Zelienople, Pa. — Resolite Corp. has opened a Southeastern regional sales office at 204 Fourteenth St., N.W., Atlanta, Ga. G. D. Griffin, experienced in the fiberglass-plastic panel business, is regional sales manager.

## PRODUCTION MANAGER

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Chicago 11, Ill. . . . William S. Hessey, Steven Shaw, 520 North Michigan Ave., Mohawk 4-5800

Cleveland 13, Ohio . . . William R. Freeman, 1164 Illuminating Bldg., 55 Public Square, Superior 1-7000

Dallas 1, Tex. . . . Edward E. Schirmer, 901 Vaughn Bldg., 1712 Commerce St., Riverside 7-5117

Denver 2, Colo. . . . John W. Patten, 1740 Broadway, Mile High Center, Alpine 5-2981

Detroit 26, Mich. . . . William H. Kearns, 856 Penobscot Bldg., Woodward 2-1793

Los Angeles 17, Calif. . . . John B. Uphoff, 1125 West Sixth St., Madison 6-9351

New York 36, N. Y. . . . Harry Denmead, Charles F. Meyer, 500 Fifth Ave., Oxford 5-1587

Philadelphia 3, Pa. . . . Walter R. Donahue, Architects' Bldg., 17th & Sansom Sts., Rittenhouse 6-0670

San Francisco 4, Calif. . . . William C. Woolston, 68 Post St., Douglas 2-4600

## PURCHASING WEEK

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# Purchasing Perspective

APRIL 7-13

(Continued from page 1)

But confidence we have seen about the worst of the 1957-58 recession already is spreading. So the next question is: When does the real upturn begin?

A look at the past is helpful. No quick upturn came after the 1953-54 downturn. It took 16 months for industrial durable goods production to regain the pre-downturn high point, nine months to recoup 50% of the 23 point loss in the index.

The same for 1948-49. That recession required six months after the downturn halted to reach the original high. A 50% return on the 18 point index loss took four months.

So far the 1957-58 recession has dropped 27 points on the durable goods index, a little deeper than the two previous economic squalls. So if we now are truly at the bottom and a similar rate of snapback is to be the pace, it's still a long journey to near the February, 1957 index high. And a half way return—13 index points—appears no closer than the beginning of the fourth quarter of the year.

Another factor is the length of the leveling off period.

Meanwhile, the consumer has become a key focal point of pressure to hurry things along. Easter naturally has brought an encouraging upturn in retail trade. And it's hoped the momentum will continue through spring. Auto dealers, buoyed by some initial success a month ago in Cleveland, are charting "you auto buy now" fanfares in a score of cities.

Recent appliance battles between discount houses and department stores over former fair trade items demonstrated a certain willingness to buy if the price is right. Now several mail order houses are announcing price cuts in their spring catalogs. The White House has called for stepped up consumer buying.

Thus, any down activity along the price line should be good news to Mr. and Mrs. Customer, for whom industrial commodity price cuts have little meaning until translated into smaller tags at the retail counter.

## Labor Pacts Slow Coming, Nobody Eager to Rush to Bargaining Table

U.A.W. and American Motors Open Negotiations At Detroit; Company Proposes Wages Be Frozen

(Continued from page 1)

ing about 500,000 workers, are "fast approaching a crisis stage." Said Hayes: "Almost everywhere . . . management representatives are vigorously opposing and in some cases ridiculing fair and legitimate union proposals."

But rumors in Washington said the I.A.M. and U.A.W. would not call nationwide shutdown but rather, if strike action comes, will single out a few big operators for a guinea-pig strike. Demands stress a 28¢ direct wage package including higher wages, cost-of-living increases, severance plans, and other fringes.

In Detroit, American Motors became the first of the automakers to take the offensive against the United Auto Workers as Walter Reuther's big union completed formalities of opening wage talks with the "big three"—G.M., Chrysler, and Ford.

A.M.C. proposed extending the present basic contract until June 1960 without change and freezing wages at present rates by eliminating present C.O.L. and annual productivity increases.

Labor developments elsewhere included:

**Farmingdale, L. I.**—Federal mediators revived talks after an 11th-hour postponement of a midweek walkout scheduled by

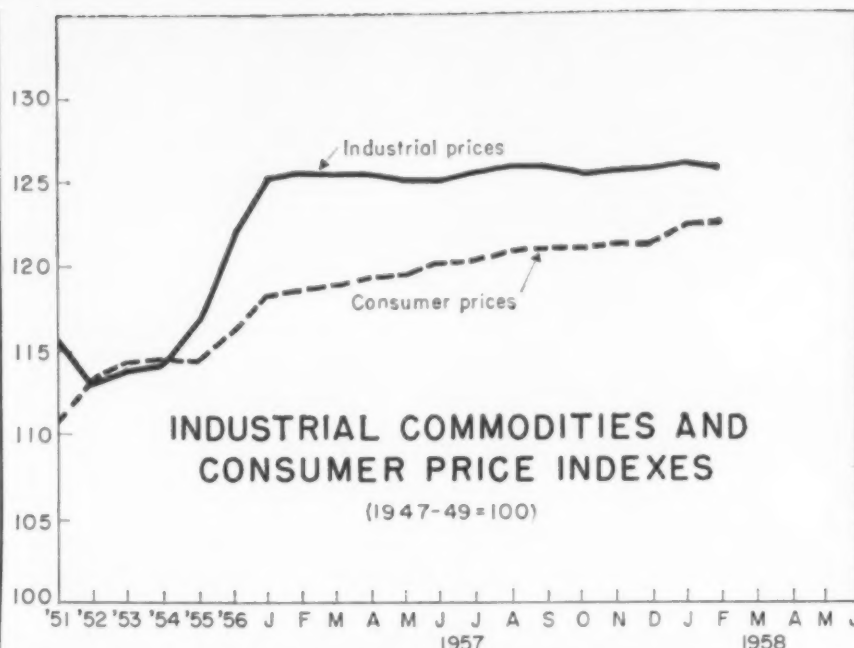
6,500 machinist union members at Republic Aviation.

**Boston**—Eight thousand laborers, whose present pay scale is \$2.45 an hour, walked out at 200 building construction projects over demands for wage increases totaling 55¢ an hour during the next three years. Similar walkouts hit construction projects in Elmira, N. Y., and Connecticut.

**Detroit**—The International Union of Electrical Workers, demanding a profit-sharing plan similar to the auto workers, opened negotiations with General Motors.

**Birmingham, Ala.**—Drivers and mechanics of the Birmingham Transit Co. climaxed months of drawn-out negotiations by going on strike. Demands included boosting present \$1.77 an hour pay for drivers to \$2, similar increments for the \$1.95 an hour mechanics.

**Pittsburgh**—Department store truck drivers and H. J. Heinz employees came up with wage increases. Major downtown stores and Teamsters Local 249 agreed on a 5-year contract, providing a 15¢ package increase including 5¢ hourly in wages and yearly re-openers.



## Consumer Prices Rising; Industrial Firm

In the face of rapidly declining industrial production, neither industrial nor consumer tags have shown any sign of receding. But there have been differences. Industrial prices have remained stable while consumer tags continue to creep up. It's resulted in a narrowing gap between these two price patterns. In January, 1957 the spread was 6%. It's now less than 3%.

## Slow Recession Cures, Ike Asks; Congress Seems Ready To Listen

Democrats Have Not Endorsed Proposal; G.O.P. Conservative Opponents Back Move

(Continued from page 1)

There's a double reason for the slow-down.

First, the Administration is increasingly confident that the end of the business slump is in sight. It doesn't want to over-do anti-recession spending, in the fear that it will cause a new round of inflation next year.

Second, new outlays already ordered by the White House and by Congress add up to more than officials thought was possible a few weeks back. They want to take stock of what's been done, before moving on.

The Democrats in control of Congress have not endorsed the slow-down, but Senate Republicans plus two Conservative Democrats—Sen. Harry F. Byrd (Va.) and Sen. Frank J. Lausche (O.)—did block a bill that would pro-

vide \$1 billion in loans for municipal public works. The Republican move came after a conference at the White House with Eisenhower.

Here's how federal spending is rising under actions already taken:

In the October-December quarter of 1957, spending was at an annual rate of \$72.5 billion.

In the January-March quarter of this year, it was \$73.4 billion.

In the current April-June quarter, it is slated to take a big jump—to an annual rate of \$78.4 billion. If achieved—and some fiscal experts have their doubts—it would be one of the biggest one-quarter jumps in peacetime history. In actual dollar outlays for the quarter, the rise would amount to more than \$1.2 billion—the biggest single sustaining

## Businessmen Turn to Overtime, Slogan Buttons to Lick Recession

Looking for a recession remedy? Why not try a positive approach like these two businessmen in Massachusetts and Missouri.

**Fall River, Mass.**—George Goldberg, operator of the Gemco International Corp., has had his 50 employees on overtime since Feb. 1 and wishes big companies around the country do likewise.

Goldberg, whose firm makes venetian blind tape and other narrow fabrics, said he has paid his workers eight hours overtime per week. This is to bolster their morale as well as to give them more money "in hopes they'll spend more."

**St. Louis**—Donald E. Menown, sales manager for a St. Louis paint firm, is doing his darndest to "button up" the recession.

Menown attracted a lot of attention at a recent St. Louis

purchasing agents meeting when he began passing out red buttons which read "Business Is Good." Declining business is something you just can't laugh off, Menown said, but "preaching gloom and doom doesn't help either."

He ordered 500 of the eye-catching buttons as a promotion gimmick two months ago. To his surprise, the demand has been so great that his firm, the Faust Paint Mfg. Co., has bought and distributed 8,000 of them with another 4,000 on order.

"There are many firms enjoying good business, including our company," said Menown. "The recession presents serious problems, but none can be solved by sitting around and worrying."

Menown said his buttons are popular "because most people believe in the positive approach."

factor the economy has received since the recession began.

Spending rises will continue for the rest of calendar 1958, but at a slower pace. In the July-September quarter, government experts say it should be at an annual rate of \$79 billion, rising to an \$80 billion rate in the last quarter.

This means the budgets submitted by Eisenhower to Congress last January have, in effect, been torn up and thrown away.

At that time he saw spending going to \$72.8 billion this fiscal year. Now it's heading toward \$74 billion, in the opinion of one of the Administration's top budget experts.

Last January, Eisenhower foresaw \$73.9 billion for the fiscal year beginning next July 1. Now the expectation is for \$78 billion.

Rises of this kind explain why Washington paid particular heed to the advice of elder-statesman Bernard Baruch, who testified this week before the Senate Finance Committee. Baruch warned about future inflationary dangers, stemming from excessive anti-recession steps taken at the present time. He even recommended a tax increase—one thing no Administration or Congressional leader is taking seriously. But Baruch's words of warning about over-doing the recession cure had a receptive listener in Eisenhower himself, and other key policy makers.

One Eisenhower-sponsored spending project of special interest to purchasing agents seems likely to go through Congress without serious delay. This is a request for authority to step up the buying of routine, civilian supplies three months ahead of the time they normally would be needed.

## Administration Studying Emergency Benefits

**Washington**—The Administration, spurred on by heavy pressures from Democrats and organized labor, is studying the possibility of providing emergency relief payments to jobless workers not covered by unemployment insurance laws.

As now conceived, the relief checks would be paid for by the states and the federal government on a matching basis.

The Administration also is studying extending such payments to two other groups: Those already drawing state unemployment compensation but whose needs are greater than the benefits provided; and those who have exhausted their unemployment benefits.

The program, would complement the Administration's proposals now before Congress to extend the unemployment insurance systems by an average 10 weeks within the states.

Administration officials emphasize that no decision is "imminent" on whether to go ahead with any out-and-out relief program—that it is still in the preliminary study stages.

## Lead Oxide Tags Cut

**New York**—Lead oxide prices have been reduced 1¢ per pound—reflecting the new cut in pig lead tags. Carlot prices for 95% red lead are now 14¼¢ a pound. Less than carlot amounts now go for 15¼¢ per pound.



**TAGGING IN** at conference are Miles G. Agan, Stromberg-Carlson Co.; Phillip H. Smith, La Salle Steel Co.; and Charles Carter, a management consultant from Kansas City. Directing operation is Dorothy Davis.

## Eager P.A.'s Rush Confab Experts

(Continued from page 1)  
underlined the growing importance of the purchasing executive's role in the management organization, a role heightened by demands imposed by dragging business.

Those attending left no doubt they came to learn. For most of the sessions scarcely half a dozen seats were vacant.

Many subjects familiar to the purchasing executive—such as value analysis, make vs. buy, selection of vendors—were thoroughly explored anew. P.A.'s grouped around seminar round tables and swapped the kind of ideas and information that could be taken home and translated into action.

Discussing the importance of materials management as a purchasing function, George A. Fadler, Westinghouse Electric's director of purchases, noted that in recent years many firms have set up separate material planning and control organizations or committees.

This type of committee, he said, should include representatives from accounting, purchasing, production, engineering, and sales because it is responsible for establishing policies and practices.

### Inventory Important to P.A.

"The purchasing agent or director of purchases," Fadler emphasized, "almost without exception should participate strongly in the establishment of inventory policies, regardless of the extent of his direct responsibility for inventory control."

Predicting what the P.A. of tomorrow will be doing in his management role, Fadler said: "Purchasing will have full responsibility for material availability from soup to nuts. It will be expected to work from a manufacturing schedule and to provide everything the factory needs on time and in the right quantity, and in the right value while maintaining an inventory of next to nothing."

"Perhaps the factory will not be completely push-button, but it will be a highly automated shop. This means a great risk of not having material available down to the last washer and of not having proper quality."



**GETTING A DRINK**, Louis F. Hemmers, Miles Laboratories, is watched by Owen Kompelien, Baxter Laboratories; and Jack Durben, Miles Labs.

"A slip on either of these will cause a monstrous chain of machinery to slide to a halt. Where this kind of risk is involved you can't have a divided responsibility in the various phases of procurement. So the purchasing agent will be the one man with this undivided responsibility. If he does not have nine lives, he ought to at least have nine necks to stick out in all directions."

Richard B. Foster, director of procurement for the Aeronautical Division, Minneapolis Honeywell Regulator Co., pointed out that many scientific techniques have been applied to purchasing in recent years.

"But the most important factor in the expanding scope of purchasing today," he said, "is the one which we are least prepared to evaluate—the performance of our function and our people."

"The organization must be planned in the light of what can be accomplished," Foster added. "No numerical value can be placed by purchasing on judgment. Thus, management must spell out specifically as possible what it considers a job well done."

In a small company with limited personnel many functions associated with purchasing are handled by other departments, explained Leo Vogel, P.A., Miniature Precision Bearings, Inc.

At Miniature Precision, Vogel said, purchasing has found two things to be helpful in stretching

its overall work responsibility.

- A night clerical shift: In a growing company this is one solution to crowded facilities, and the number of capable personnel available for such work is surprisingly large.

- A company airplane: Purchasing has found this handy to purchase and expedite capital equipment, to check vendor facilities, and to visit first hand the various government bureaus with which it deals on military work.

One of the highlights of the session was a discussion of how a big integrated data processing system is working out at an oil refinery.

Frank Walters, P.A., Esso Standard Oil Co.'s Louisiana Division, described the operation of the IBM 205 installed at the Baton Rouge refinery. He said it is providing more in the way of "fringe benefits" than actual dollar savings, but declared it is showing a great deal of promise for the future.

How value analysis can be employed successfully for cost reduction was discussed by Ronald E. Jones, purchasing director, O. A. Sutton Corp. He said a purchasing cost reduction committee should be formed, including a value analyst, the buyers, and the P.A. as chairman. It should meet weekly to discuss projects under consideration, future projects, and new areas to be explored.

## Overtime Index Proves Accurate

Here are several significant examples of how overtime reacted in key industries, using August, 1956, as a base index of 100. During most of the period thereafter straight-time hours held steady at around 100 before beginning to decline slightly the past few months.

**Total Manufacturing**—The overtime index hit a high of 110 in September, 1956, held there a few months, and then plunged sharply beginning in January of 1957. The index now stands at about 55.

**Electrical Machinery**—Reached a peak index of 117 in October, 1956, and then plummeted thereafter to an index of 30 last February.

**Durable Goods**—The indicator correctly pinpointed early that this was the sector of the economy which was going to be hit hardest in the recession. It reached a top of almost 120 starting in September and then in December began its roller-coaster drop to slightly above 50 by February of this year.

**Non-Durables**—Because non-durables have fared better in the recession, this index tells a different story. It reached a high plateau in later 1956, then began to fall off early in 1957, but then staged a comeback in the summer and fall months before beginning a steep downturn again last November.

**Ordnance**—This is one of the most interesting of the charts, showing how quickly the index reacts to change within a narrow sector of the economy even though other indexes continue heading downward. The index of ordnance—which is made up largely of weapons production—followed the same pattern as most of the other indexes for the first part of the recession.

It hit a high of 135 in September, 1956, and shortly thereafter began falling steadily until reaching a bottom of 50 in November, 1956. But then, under the impact of stepped-up defense spending, the index began turning upward, hitting 61 in February of this year.

## Overtime Index Predicts Business Conditions, Is Good 'Lead' Indicator

(Continued from page 1)

Proponents argue that its main value is the "lead" factor it provides. In economic parlance, a "lead" indicator is one that spots a change ahead of most other indicators.

Burns and Wolfbein contend the new series also will tip off a business recovery is coming when the hours of overtime worked begins to turn upwards again. It already has done so in one industry—ordnance—reflecting the impact of stepped-up defense spending.

### Too New to Be Certain

Some economists believe the series, begun in January, 1956, still has to prove itself. It is still too new, they say, it hasn't run long enough to show decisively what its backers claim. The government won't consider including the overtime statistic in its monthly list of "economic indicators" until it provides enough data that it can be adjusted for seasonal variations.

Other economists say that much the same information can be obtained from the closely-watched series on total hours worked each month. This statistic still is considered one of the few really sensitive "lead" indicators.

Those using this indicator maintain that if overtime hours decline, so will the total of hours worked. Wolfbein counters that this is not necessarily the case; that for short periods overtime can fall but total hours of worked actually can rise, and vice-versa.

His contention is that if total hours is such a sensitive indicator, then that still segment of hours at overtime pay ought to be even more sensitive.

Even its strongest backers, however, do not go so far as to

maintain that overtime alone is the magic tool for showing conclusively that an upturn or downturn is coming. But they do believe it could prove the single most effective indicator and that used with other economic tools is a valuable contribution to business forecasting.

Overtime statistics are collected monthly from 155,000 different industrial establishments and are then broken down for 21 key industries. The Labor Department hopes to refine the series further to concentrate on those industries—and even those plants within an industry—that have proven most sensitive as "lead" indicators.

## High Ore Stock To Hurt Fleet

**Cleveland**—With ore inventories high and steel operations lagging, lake shipping men are predicting one of the slowest starts in years for the Great Lakes ore fleet. The shipping season usually opens around the middle of April, but first ore shipments this year are not expected until early in May.

In addition, only a portion of the ore fleet will go into action when the season does start. Several shippers have indicated that only about 50% of their vessels will be in operation in the early part of the season.

Figures of the American Iron Ore Association show that ore stocks on hand at United States and Canadian docks and furnaces at the end of February totaled 57,795,051 tons compared with 41,632,273 tons at the same time last year.

## Items Increased By Researchers

### Synthetic Rubber Study Produces More Products For Consumers' Use

(Continued from page 1)

One example of its growth was illustrated in a report from the Mobay Chemical Co., Pittsburgh, a principal supplier of urethane chemicals. Mobay's general sales manager, J. D. Mahoney, reported that sales so far this year are 70% over those a year ago, confirmation, he said, of the growing acceptance of urethane foams by both industry and consumers.

#### Developments Aid Profits

New developments now underway will increase the profitability in both manufacture and use of urethane foam, Mahoney said. With more than \$500,000 a month being spent on basic research in the urethane industry, many new products are being readied for early introduction to industrial markets. One of these is a new castable, synthetic rubber which has such a high level of abrasion and impact resistance, it will outwear ordinary rubber materials eight to 10 times.

The automobile industry, he added, is now using a greater percentage of urethane rubber because many design innovations require its properties of hardness, strength, elasticity, oil resistance, and durability.

#### Role Is Described

O. V. Tracy, president, Enjay Co., Inc., also described the role that synthetic rubber has played in other industries. He told how copolymers of butadiene and styrene have provided widely used water emulsion paints for interior decorating, which now have reached a 40 million gal. per year consumption.

The fabricating, paper, textile, adhesive, automotive, and wire and cable industries also have benefited from the development of synthetic rubbers. For example, the paper industry has developed new products through the use of latices in paper products and the use of rubber latex in coatings applied to high finished and specialty papers. The industry also is using nitrile rubber as a paper saturant.

#### Textile Industry Usage

Synthetic rubber also has been used in both fabricating and thread by the textile industry, and adhesive-making firms have developed a number of new products related to various rubber polymers.

"We cannot consider the synthetic rubber industry," Tracy said, "without recognizing the influence it has had on the economy as a whole through the stimulation or advancement of other industries. Chief among these are, of course, the suppliers of rubber raw materials. Here the chemical and petroleum industries figure largely as producers of butadiene, styrene, acrylonitrile, butylenes, isoprene, chloroprene, etc."

In the competitive field, H. C. Bugbee, president of the Natural Rubber Bureau, told the meeting he expects natural rubber to hold its place in the industry for many years to come.

Looking five years ahead, he said the ratio "would be close to the present proportions, namely 35% natural and 65% synthetic for the U. S." For the rest of the world he estimated 78% natural and 22% synthetic for 1958, and 66% natural to 34% synthetic for 1962.

**High-strength paper** that conducts electricity now is being produced experimentally, reports "Product Engineering," a McGraw-Hill publication. The fibers are metal filaments instead of wood, or combinations of metal, glass, and synthetic fibers. Commercialization is at least one to three years away.

### Management Paring Salaries as Savings

**New York** — Hard-pressed managements began paring salaries in some areas this week.

The Pennsylvania Railroad, making an "over-all adjustment to economic conditions," cut earnings of all employees earning over \$10,000/year by 10%. It was the first salary reduction by the Pennsy since the early 1930's.

Pay-cutting also was reported along Madison Avenue. One major advertising agency ordered 10% reductions in the \$10,000-\$30,000/year bracket, 20% for all over \$30,000.

In Cleveland, Republic Steel put a big segment of its office force on a four-day week with four-days pay, but the reduction was limited to clerical and stenographic personnel paid on an hourly basis it was reported by the company.

### Dylite Price Reduced

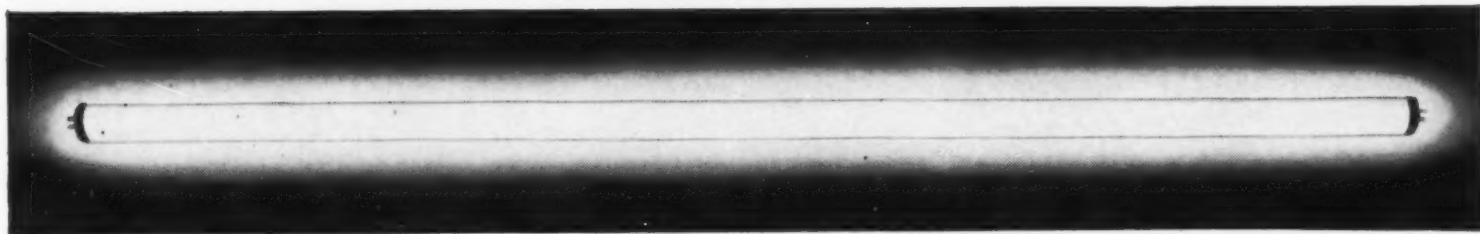
**Pittsburgh**—Dylite expandable polystyrene plastic has been cut 8¢ a lb. by Koppers Company. New price in quantities over 20,000 lb. will be 37¢ a lb. Dylite is used in a wide variety of construction and consumer product applications.

### Government to Auction Chinese Hog Bristles

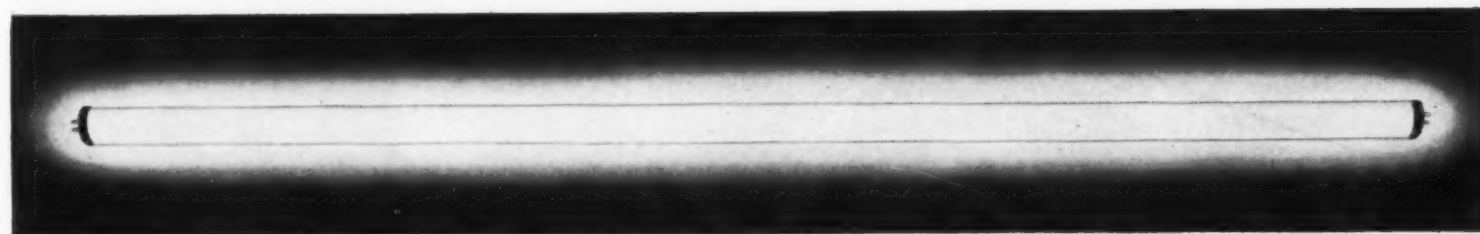
**New York**—Some 500,000 lbs. of Chinese hog bristles go on a federal government auction block April 28 in New York City. The sale is scheduled for 10 A.M., Hotel Delmonico, 59th Street and Park Avenue.

The bristles are government surplus property acquired to make high-quality paint and varnish brushes. Catalogs can be obtained from Stanley Hanes, Defense Materials Service, General Services Administration, Washington 25, D. C. Prospective buyers will be required to put up a \$500 deposit.

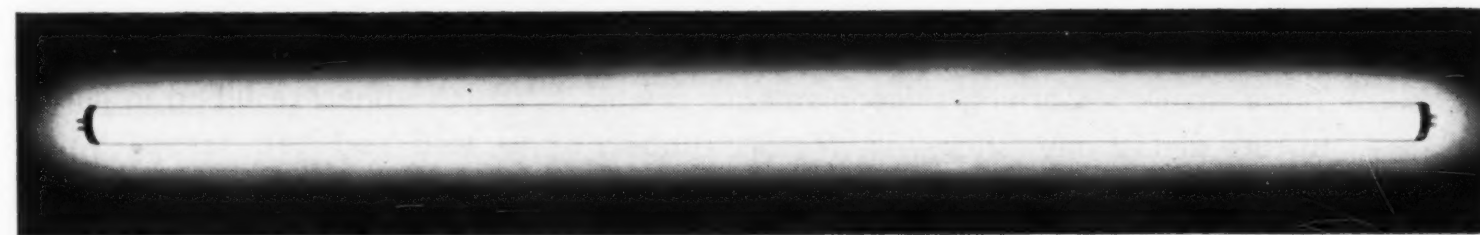
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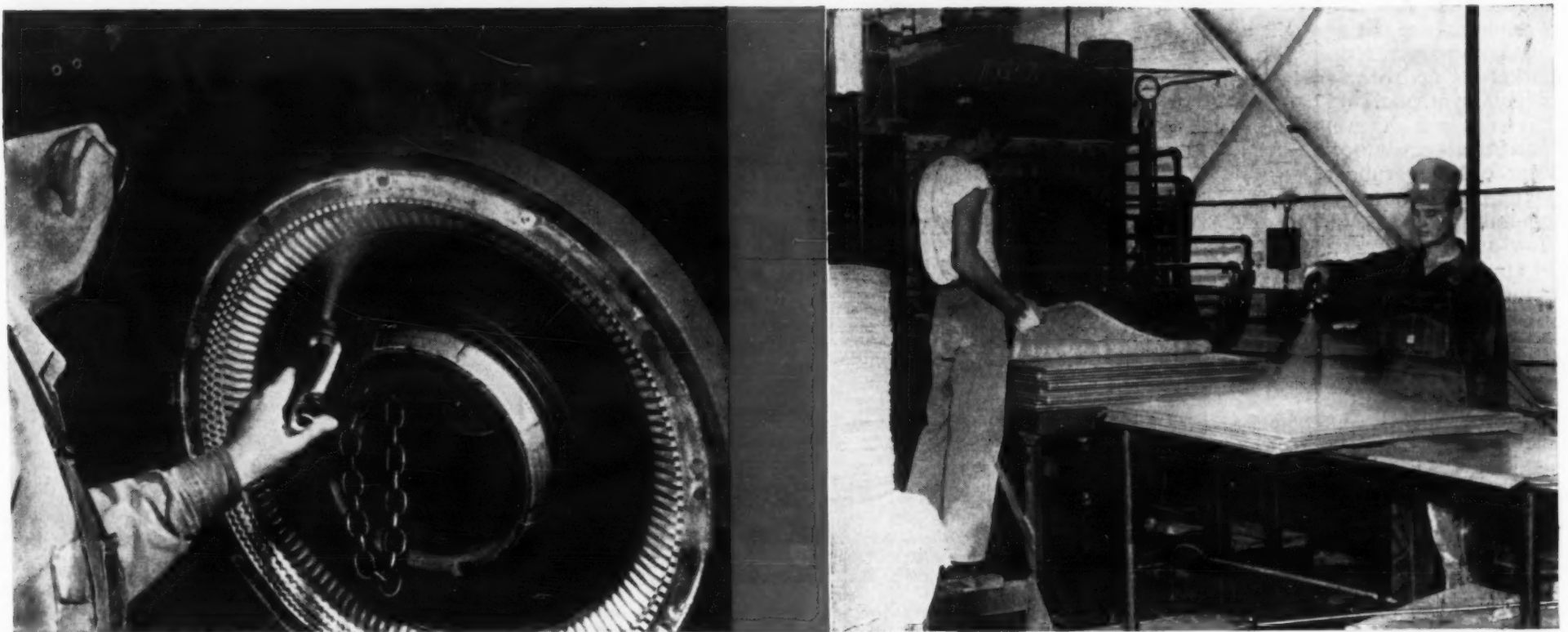
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